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First with the news

Monday 11th March 2013

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Jetstar not on QF/EK scope

QANTAS has confirmed the proposed alliance it is seeking with Emirates will exclude the international operations of Jetstar Asia, Jetstar Japan, Jetstar Hong Kong and Jetstar Pacific.

Responding to a request from the Australian Competition & Consumer Commission to outline the full extent of the alliance, QF

BA 777 inaugural prize

BRITISH Airways is this week giving a lucky *Travel Daily* reader a once-in-a-lifetime opportunity to win two Business Class tickets on its inaugural B777-300 flight between Sydney and London.

BA will debut the new aircraft on the Kangaroo route from Apr, with smooth transits via Singapore.

The prize is for two Club World tickets on the 02 Apr BA16 flight, with the return date able to be selected up to 30 Apr 2013 - **CLICK HERE** for terms & conditions.

To enter, simply tell us in 25 words or less why you would like to be on the inaugural flight.

Email your answer by close of business on Fri 15 Mar to ba777comp@traveldaily.com.au.

Head of Legal - Competition Anna Pritchard said the authorisation also excludes Newstar Investment Holdings, Orangestar Investment Holdings and Valuar Limited.

Pritchard clarified last week that a QF entity will only be covered by the scope of the authorisation if it holds more than 50% of the allotted share capital in the firm.

Additionally, she confirmed that coordination between Qantas' Q Catering/Snap Fresh catering divisions and dnata's Alpha Flight Services; along with QF's cleaning op, Qantas Ground Services, and dnata's Airline Cleaning Services will, for now, be excluded from the scope of the partnership.

MEANWHILE, the ACCC said it would accept a fresh submission from the Aircraft Licenced Aircraft Engineers Association by today, over "paucity of information" concerns for the proposed conduct.

Nine pages of news

Travel Daily today has nine pages of news & full pages from:

- AA Appointments
- Travel Trade Recruitment



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WorldTourism go bankrupt

QUEENSLAND based seller of holiday hotel and resort accom, and property promotion company WorldTourism has been placed into voluntary administration.

Based on the Gold Coast WorldTourism was set up in 1998 & operates in Surfers Paradise, Sydney, Melbourne, Wellington, Bangkok and Los Angeles.

The firm's website says that since opening, it has "specialised in marketing Queensland, in particular Gold Coast, Sunshine Coast & Tropical North Queensland as an international destination."

Further, it states that more than 265,000 room nights were booked

High competitive rank

AUSTRALIA has been ranked 11th in the global Travel and Tourism Competitiveness Report, which was released late last week by the World Economic Forum.

Factors determining the ranking included transport connectivity, infrastructure, natural resources, health, safety, policy settings and environmental sustainability, with 140 countries worldwide assessed.

"This report is very good news for Australia on many fronts, particularly on the issue of our natural environment, where it notes we have the highest number of World Heritage Listed sites in the world," ATEC md Felicia Mariani said.

The result was not all good news however, with Australia ranked 137th out of 140 in terms of pricing competitiveness, which was judged based on fees, taxes & passenger duties in place on int'l pax - one place behind the UK.

in Qld alone by the company during the 2009/10 financial year.

Australian Resident Accom. Managers Association (ARAMA) ceo Trevor Rawnsley said the disappearance of the company should be of a big concern to holidaymakers.

"This is a disaster at a time when the Tourism industry was beginning to show the first faint signs of recovery," he said.

Jirscha Sutherland Insolvency, Turnaround and Forensic Specialists have been appointed as the company's liquidator.

At present, no mention of a lack of trading is on the company's website, which also lists subsidiary operations in the US & Thailand.

CZ NZ appointment

CHINA Southern Airlines has named Mike Ma as its new general manager for New Zealand.

Ma said this morning he hoped more Kiwis would come to know the carrier, which will be done by strengthening cooperation with govt, travel agents, airports and other key overseas markets.



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Sydney 'challenging': Cunard

THE president of luxury cruise liner Cunard says improvements made for cruise infrastructure in Sydney will bear fruit in terms of more passenger numbers.

Peter Shanks, who is also the managing director for Cunard,

told *Travel Daily* last week while in Sydney the firm welcomed adjustments that had been made to accommodate larger ships at the Overseas Passenger Terminal (OPT) at Circular Quay, making it accessible to the *Queen Mary 2*.

"There's no question that if people improve infrastructure more ships will come.

"We find it quite challenging in Sydney that we have to book our World Cruise slots two to three years in advance, and there is congestion here in Sydney."

For now, Shanks said Circular Quay was the better of the two Sydney berthing options, as pax depart in the heart of the city, unlike at Garden Island.

While acknowledging facilities at the OPT need work, Shanks said "we make them work, but any improvement is welcomed."

He added talks with the govt over more access to Garden Island was "good news" going forward.

Spencer, Vidor Top 30

SPENCER Travel founder Penny Spencer has been listed on the Australian Top 30 Female Entrepreneurs for 2013.

Ranked 24th, Spencer's revenue was valued at \$30 million, and put her one place ahead of fashion designer Carla Zampatti.

The brains behind Toga Group (Medina/Adina Apartment Hotels, Vibe Hotels & Travelodge Hotels), Charlotte Vidor was ranked 6th, with revenue of \$285 million.

VA GDS switch loads

DOMESTIC passenger loads on Virgin Australia fell by 6% y-o-y in Jan as the carrier cutover to the Sabre booking & check-in system.

On Fri, the airline also reported a 6 point drop in revenue load factors, falling to 73.2%, as part of "implemented load restrictions & reduced passenger inventory."

Virgin took the action to allow a smooth introduction of the GDS to prevent airport congestion while transitioning to the SabreSonic CSS platform.

Int'l pax figures fell during the month, down about 1,600 movements to 231,615, but were 3.5% stronger for the FY to date.

The airline was upbeat for the future, saying consistent with previous guidance it expects domestic capacity to grow by as much as 7% for the second half of the 2012/13 Financial Year.

TRENZ woos crowds

NEW Zealand's annual tradeshow TRENZ has attracted about 290 tourism and travel buyers from 27 countries for this year, 11 of which are from European nations.

TRENZ 2013 is being held in Auckland from 21-24 Apr.

ABEE tempts Buyers

A TWO-day VIP Buyer Program has been rolled out for the Australian Business Events Expo - and co-located Sydney Events Showcase - for the first time.

The event runs 14-15 Aug, and is being held at the Sydney Convention & Exhibition Centre.



Window Seat

MAKERS of a smartphone app aimed at helping users locate the nearest toilet have improved it by releasing six tips to help fellow toilet-seekers while on their spring break road trips.

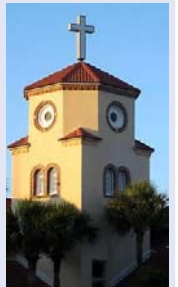
When nature calls and the side of the road just won't do, if the 'Where to Wee' app doesn't locate a relief location nearby, the tips include making sure the stop is not in an isolated location.

Others include "taking a whiff" to ensure it has been cleaned, watching where you step, checking for basic toilet paper supplies and then helping other travellers by rating your restroom experience on the app.

TAMPA Bay in Florida is finding itself with hordes of new tourists after a photo of one of its local churches, which oddly appears to have the face of a chicken on its walls, appeared online.

The building sports two large round windows that look like eyes and a roof resembling wings with tiles that imitate a beak.

The "chicken church" is rapidly seeing its popularity grow among worshippers of the weird and wonderful and seeing more visitors to the area.



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Dan does Cover-More

TRAVEL insurer Cover-More has launched a new social media campaign dubbed "Dan Does", whereby Facebook fans will be able to decide the activities of a Cover-More policyholder on a two-week overseas trip.

Dan Moore, who recently won Cover-More's "Essence of Travel" photo contest, will head to either Sri Lanka, Peru or Nepal and post daily updates on social media.

Facebook "likers" will be able to decide on the activities Dan will attempt while on his adventure.

Voting for Dan's destination will close on 13 Mar, with a chance to win one of 11 iPad minis up for grabs to everybody who votes.

Rugby Cup Supporters

RUGBY Travel & Hospitality is seeking official travel agents from around the world to promote the program for the Rugby World Cup 2015 in England.

Promoters will have access to match tickets that have been packaged with travel services and/or accommodation.

Official Travel Agents will be required to produce and sell a range of match-ticket inclusive Supporter Tours to fans, which can vary from simply fly/ticket combos to escorted tours.

The RWC is expected to attract in excess of 400,000 fans to the UK, with tickets in short supply.

Register at www.rth2015.com.

Tourism Fiji

State Sales Executives

Tourism Fiji is seeking experienced state sales executives for NSW/ACT based in Sydney; QLD based in Brisbane; VIC/TAS/SA based in Melbourne.

Applications are invited from qualified and experienced persons for this key sales position. Candidates should have the experience, passion, enthusiasm, drive and skills to effectively help re-position Tourism Fiji and develop visitor arrivals, length of stay and expenditure from their respective region.

The ideal candidate will be tertiary educated, travel and/or tourism experience with a proven record of driving sales in a similar role, with at least 3 years in relevant positions. Development of strong industry partnerships and experience in the Fiji market will be highly regarded. Candidate must have a valid Australian drivers licence.

The State Sales Executive will report to the Regional Director and be responsible for developing state sales objectives and strategies with implementation in a "hands-on" manner.

How to Apply

Confidential applications containing a cover letter, resume and salary expectation should be sent via email to Paresh Pant Regional Director, Australia, ppant@tourismfijioz.com.

Applications close on the 27th of March 2013 and interviews will be conducted shortly thereafter.

Tourism Fiji, Level 12, St. Martins Tower, 31 Market Street, Sydney, NSW 2000.

10 day Classical Turkey tour from \$986

QF shows off refitted 767



QANTAS gathered this group of Sydney travel agents for a special preview walk-through of its newly refitted Boeing 767 aircraft ahead of its maiden flight to Honolulu.

Hosted by QF NSW regional gm Peter Collins and NSW Sales Manager Emma Brodie (pictured above with the agents) on Wed, the group saw the refreshed jet, before taking in the available offerings of the carrier's First and Business-Class lounges.

The Boeing jet operating flights between Sydney and the capital of Hawaii will offer passengers streaming entertainment via a personal iPad in every seat.

Hundreds of hours of streaming

entertainment can be viewed on the iPads, with the available range set to be expanded in coming months to up to 50 movies, 500 TV programs and 1000 CD's.

Additionally, the aircraft has been fitted with new carpet, lights and curtains, with new Business Class leather seat covers.

Qantas and Hawaii Tourism are offering readers of **Travel Daily** with the chance to win a place on an exclusive famil to Hawaii flying on the new aircraft.

To enter, tell QF why you would like to be on the famil via email to qftraderregistration@qantas.com.au along with your agency details.

Winners will be drawn 31 Mar.

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New Carnival BDM's

CARNIVAL Australia has hired eleven new people as its brand-specific business development managers for its restructured sales operation (**TD** 13 Feb).

Tasked with driving sales growth for the P&O Cruises brand will be Jessica Plunkett (NSW/ACT), Angus Mackay (NSW), Dylan Hearne (Qld), Andrew Thwaites (Qld) and Kylie Clancy (Vic).

Hired to represent the Princess Cruises brand is Cherie Bowman (NSW), Rachael Tyrell (NSW), Peter Darby (Qld), Helen Mezen (Qld), Sally-Anne Matthews (Vic) and Emma Pequin (WA/NT/SA).

The new teams start from today. P&O senior vice president Tammy Marshall said the team's "combined talents will help ensure our agents continue to stay across all the exciting changes happening onboard our ships," while Princess Cruises commercial director Alan Stuart said the right team was in place to meet goals.

5 new Lufthansa cities

GERMAN carrier Lufthansa will launch five new seasonal routes between 31 Mar and 26 Oct, with new destinations including Mahon, Jerez de la Frontera, Cardiff, Glasgow and Varna.

Services will operate from either Hamburg, Berlin-Tegel, Dusseldorf or Munich.

On the long-haul front, LH will add a new Munich-Vancouver route commencing 16 May.

ICCA converts to CLIA

INTERNATIONAL Cruise Council Australasia gm Brett Jardine says the rebrand to Cruise Lines Int'l Association (CLIA) Australasia, announced at the end of last year (**TD** 18 Dec) and effective from today, marks the start of a new era for cruising in the region.

"The creation of CLIA Australasia is a milestone for us and a great initiative which will deliver benefits to our cruise line and travel agent members, and further boost the local cruise industry," Jardine commented.

New Vivanta for India

THE Taj Group last week launched its 100th hotel in India and 117th globally, the Vivanta by Taj in city of Gurgaon.

Located in the Millenium City (about 30kms from New Delhi), the 189-room & 18-suite property features Taj's signature Jiva Spa.

It's the 26th Vivanta by Taj - Hotel & Resort in the world.

NZ tracking spending

A NEW system operated by the NZ Ministry of Business, Innovation and Employment is allowing the government there to more easily track tourism expenditure.

Every time inbound visitors use a credit card in NZ, the software records the transaction and collates the so-called "big data" to create a picture of where tourists are and what they are spending their money on.

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Monday 11th Mar 2013

EK mulls 2-class A380

EMIRATES chief Tim Clark has confirmed the airline is planning a two-class variation of its A380 superjumbo, to launch in 2016.

ATW reports the new version would drop its First class cabin.

To date, Emirates has a fleet of 31 Airbus double-deckers, which are configured with a maximum of 517 suites and seats.

Travzy social website

TRAVZY has introduced a new social networking platform exclusive for the travel industry.

Available to join for free during the month of Mar, Travzy Check-in is available to all members of the trade, including airlines, hotels, tourism offices, cruise lines, tour operators, wholesalers, DMCs, car hire companies and others.

See www.travzycheckin.com.

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

Ghana on FCm radar

FCM Travel Solutions has added a new office in Accra, Ghana as part of a recently signed deal with Stellar Travel Ltd in West Africa.

Focused primarily on corporate, the Ghana office has over 110 staff.

VA adds PressReader

VIRGIN Australia is now offering lounge guests unlimited free access to PressReader.

The app provides users with access to over 2,300 magazines and newspapers.



Start your Dubai adventure

Our incentive closes on the 17th March 2013, be sure to register and log all your sales for your chance to win one of 280 unforgettable five-day faml trips to Dubai.

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6 Mystery prizes and 8 iPad minis also to be won.

Hello Tomorrow 

Conditions apply; click here for details. Only open to eligible travel agency employees in AUS & NZ aged 18+. Must be available to travel between 15/5/13 and 20/5/13. Starts 21/01/13 and ends 17/03/13. Trip prizes split as follows: NSW/ACT: 40, VIC/TAS: 40, WA: 40, QLD: 40, SA/NT: 40, NZ: 80. There will be 30 trips per State group (60 in NZ) awarded via a game of skill. Remaining trips will be awarded via a game of chance. iPad mini prizes also awarded in game of chance. Mystery prizes awarded in game of skill to first placed entrants in each State Group. See conditions for details.

Anantara agent rates

CHIC hotel group Anantara Hotels Resorts & Spas is offering agents a 50% discount off Best Available Rates at its properties in Thailand, Indonesia, Maldives, the UAE and Vietnam.

To take advantage of the deal, book at www.anantara.com and enter the preferential code of 'TIR', or book via GDSs.

Rates offered online include brekkie for two but exclude service charges or taxes.

The offer is available for stays up until 20 Dec, with industry ID required upon check-in.

For additional info on the offer contact Margi Jansma or Juanita von Stieglitz at masstige.com.au.

SA Int'l Jazz Festival

FOUR international acts will headline Hoot! The Adelaide Hills Jazz Festival when the show kicks off on 07 Jun for three days.

The official program will be released in early Apr with tickets on sale via Ticketek from 05 Apr.

Last year's inaugural show lured more than 10,000 people.

GoRoomer to the US

ISRAELI company GoRoomer has rolled out its hotel auction site to the US market.

Offering to fill thousands of hotel room reservations that are cancelled each night, the firm relists cancelled hotel bookings for last minute travellers in order to save the original guest the full no-show charge by on selling the same room at a bargain price to another party.

"We connect travellers who can't make it to their reservation and don't want to lose all of their money with spontaneous travellers who are looking for the best deal ever," the Roomer website says.

Through auctions, the business says it can offer savings of up to 50% on room nights.

Initially, GoRoomer.com will offer deals in New York, Las Vegas and San Francisco in the US.

Cable car shut down

THE Emirates Air Line cable car in London, reportedly losing up to £50,000 (AU\$73,000) a week, will shut down for maintenance for seven days from 18 Mar.

The 34-vestibule attraction is sponsored by Emirates airline, and opened in Jun last year in time for the London Olympic Games.

To date, Emirates Air Line has carried 1.9m pax across the Thames to Greenwich & the Royal Docks.

NT psyched for daily PAL flights

THE Northern Territory Govt is talking up the development of Darwin as an int'l aviation hub following the confirmation of new daily Philippine Airlines services from Manila (**TD** Mon).

Minister for Business Peter Chandler said he was "delighted" by PAL's decision to use Darwin as a hub for flights onto Perth and Brisbane, effective 01 Jun.

"The new service gives the community the choice of travelling on a full service carrier to Manila & beyond, and is timely given the activity arising from the resources boom and [other] projects," Chandler said.

He said the Territory would

continue to hold talks with other airlines to build on its recent success "to achieve this vision."

Philippine Airlines is Darwin's second only full service int'l airline, the other being SilkAir.

PAL is operating the Darwin route using 150-seat Airbus A320s.

As revealed by **TD** last week, passengers flying onto Perth or Brisbane (or back to Manila) will be permitted to disembark the aircraft while in Darwin.

NT Minister for Tourism and Major Events Matt Conlan said the PAL Top End flights would "undoubtedly enhance access" to the region for visitors from North Asia and North America.

Business Development Manager VIC, 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/1053762

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AUSTRALIA

 **P&O** CRUISES

 **Hertz**

BUSINESS DEVELOPMENT MANAGER NSW/ACT

As a leader in its industry Hertz Australia has an enviable reputation for quality and service. An opportunity has arisen for an enthusiastic Business Development Manager to join our Sales team, located at the Hertz Sydney Sales Office.

To succeed in this role you will possess previous sales experience, have a focus on providing a high level of customer service and you are results orientated. You will be highly motivated, enthusiastic and have the ability to work autonomously. An indepth understanding of both corporate & travel industry market segments will be highly regarded.

You will be required to prospect and win new business, service an existing portfolio of accounts and promote the range of Hertz products and services.

A high degree of capability with Microsoft Office programs is essential. Knowledge of CRS and on-line booking tools will also be an advantage.

Applications with a cover letter can be forwarded to Nick Waring, Regional Sales Manager NSW/ACT/QLD - nwaring@hertz.com
Applications close Wednesday 20 March 2013

Hollywood to Dubai

PARAMOUNT Hotels & Resorts - a subsidiary of movie-makers Paramount Pictures - will develop a US\$1 billion Hollywood-themed tower complex in Dubai, not far from the Burj Khalifa area.

To be named Damac Towers, the towers will be home to screening rooms, gyms, swimming pools and stores selling Paramount merchandise, *Bloomberg* reports.

Last year, Paramount revealed plans to create up to 50 hotels globally with a Hollywood or Californian theme.

The project is slated to open by the end of 2015.

KLM bio Atlantic flts

KLM Royal Dutch Airlines is moving forward with its biofuel program by launching new weekly transAtlantic services using a sustainable fuel.

In partnership with Delta Air Lines, KLM will operate a Boeing 777-200 every Thu between Amsterdam Schiphol and New York JFK using a special biofuel.

Monday 11th Mar 2013

TI Japan trips up 300%

INDEPENDENT travel to Japan has factored heavily on a 300% year-on-year spike in visits to the country in 2012/13, Asia specialist Travel Indochina has reported.

Managing director Paul Hole said growth was up across all sectors, including group sales, and there was a "significant" jump in the number of deluxe bookings processed.

The firm will release its 2013/14 Japan Handmade Holidays brochure in the near future.

Scenic Norfolk brox

SCENIC Tours has released its 2013/14 Norfolk Island brochure, featuring an eight-day tour, priced from \$2,770ppts that includes a \$250 per couple earlybird when booked by 30 Sep - 1300 723 642.

Finnair taps into transAtlantic jv

ONEWORLD carrier Finnair has confirmed intentions to integrate into the American Airlines, British Airways and Iberia transAtlantic joint venture.

Under the plan, Finnair will place its AY designator on select flights operated by AA, BA and IB from North America to Europe.

American Airlines, British Airways and Iberia will in turn place their respective codes on Finnair's flights between New York and Helsinki.

Collectively, the partnership of four carriers will account for more than 100 round trip flights across the Atlantic, serving 42 hubs and with onward connections to an extra 163 cities in North America

and 126 in Europe.

"Fare combinability between the four carriers brings more ticket flexibility to customers, as the fares and conditions are identical between the airlines," Finnair senior vice president of Commercial Allister Paterson said.

Benefits for customers include coordinated schedules, creating more flight choices, reciprocal points/miles accrual for members of Iberia Plus, AA's AAdvantage, BA's Executive Club & Finnair Plus, dedicated support teams for transferring customers at New York JFK, London Heathrow, Madrid, Chicago, Miami, Dallas & Los Angeles, and co-op online check-in and boarding pass printing.



Business Development Manager, WA Perth Sales Office

Cathay Pacific Airways is looking for a highly motivated and experienced Business Development Manager to lead the WA Sales team.

Reporting to the Sales & Marketing Manager, Australia, the successful applicant will manage a small sales team in Perth and be responsible for:

- All State sales activities in WA
- Meeting and exceeding the WA sales revenue targets
- Motivating and leading a small sales team

The successful candidate must possess and be able to demonstrate the following experience and skills:

- Thorough working knowledge of the Perth travel market
- Strong relationships with the WA travel agents
- Highly motivated to achieve results
- Exceptional communication and presentation skills
- Self starter with the ability to manage own time
- Strong analytical skills
- Embrace, manage and successfully deliver change
- Strategic thinker who can react quickly to maximise revenue opportunities
- Must have the right to live and work in Australia.

CX will offer the successful candidate:

- A Competitive salary.
- Travel benefits, comprehensive medical insurance, superannuation
- Company car

If you have the above skills and are confident of achieving complete success, please send your resume to: Julie Reid, Sales & Marketing Manager, Australia, julie_reid@cathaypacific.com

Applications close on Thursday 14 March 2013

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

Business Development Manager VIC/TAS, 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:

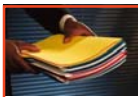
- being the face of Princess Cruises in the territory, maintaining a high profile and professional standing
- developing and implementing business plans
- promoting our premium products and services through on-site sales calls, telephone and written communication
- supporting the development of local 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/1053760





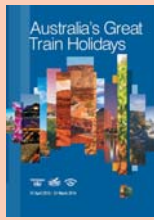
Brochures of the Week

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



Scenic Tours - New Zealand 2013/14
Showing faith in the city's return from Mother Nature's destructive power, itineraries in the new Scenic guide once again offer Christchurch by popular demand from clients. Highlights of the New Zealand program include overnight cruises on Milford Sound and the Bay of Islands, touring by helicopter over picturesque landscapes and visits to towns featured in *The Hobbit*.

Trips aboard the Kingston Flyer allow guests to enjoy mountain scenery.

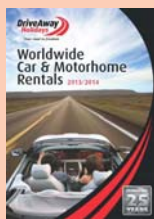


Great Southern Rail - Australia's Great Train Holidays
Travellers can track their rail journey via new fold-out maps, as well as colour-coded pages per destination, all making rail holidays easier to plan. The highly visual guide offers a map for each itinerary along with detailed descriptions, service information, sketches and images offering a look inside cabins to prepare the consumer for their trip across Australia's landscapes.



APT - Luxury Small Ships 2014 Preview
The newest travel adventure from APT consists of smaller, more intimate sailing on waters across Europe, Scandinavia, Greece, Egypt, Jordan and more on ships such as the 36-cabin Variety Voyager and the 55-suite Caledonian Sky. The release of the guide is the firm's first foray into the small-ship market following its investment into the Noble Caledonian Cruise

company. All-inclusive land only tours also offer some airfare discounts.



DriveAway Holidays - Worldwide Car/Motorhomes
Celebrating 25 years in the domestic and int'l vehicle hire markets, DriveAway's packed brochure features a multitude of self-drive itineraries which can be seen from cars of so many shapes and sizes, as well as motorhomes comfortable for the whole family, or even aboard a shiny Harley Davidson motorcycle. Special deals on longer-term European Peugeot leasing

feature in a guide choc full of maps, ideas & vehicle recommendations.

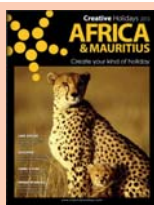


Nordic Travel - The Arctic 2013
Itineraries taking in many parts of Iceland year-round are available and featured in this new brochure. Many varying vistas and landscapes can be enjoyed, incl natural marvels such as the Northern Lights. A number of exciting itineraries in Greenland are on offer, along with polar bear viewing opportunities in Spitsbergen, expedition cruises to the North Pole, visits to the Faroe

Islands, with both escorted and independent options available.



JTB - Experience Japan and Korea 2013
Set to come rolling off the presses later this month, the new JTB guide will feature just a few of more than 7,000 hotels available across the two nations, as well as a range of escorted and independent itineraries which are also able to be tailored to suit client preferences. To complete the picture, airport transfers as well as many day tour options can complete the perfect trip.



Creative Holidays - Africa & Mauritius 2013
Lodges suited to all budgets, tastes and locations can be found in the new CH guide to Africa in National Parks such as Kruger, Chobe and the Okavango Delta. Also packed into the program are a number of new independent itineraries aimed at first-time visitors. Mauritius has been significantly expanded, with many

new luxury properties added to the range including LUX Grande Gaube.

Rydges SYD opening

RESERVATIONS have opened for bookings at the new \$70m 318-room Rydges Sydney Airport, located directly across from the Int'l Terminal, opening in May.

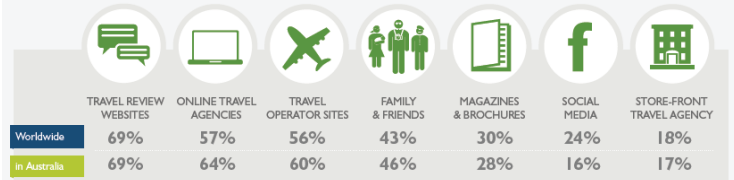


Monday 11th Mar 2013

Aussie dunnies most eco-friendly!

TRAVEL PLANNING IS DOMINATED BY ONLINE RESOURCES

WORD-OF-MOUTH BECOMES EVEN MORE POWERFUL ONLINE



A **LOCALISED** version of TripAdvisor's TripBarometer (**TD** Thu) reveals Australian travellers are less likely to use store-front travel agencies than the global average when travel planning.

According to a survey developed in partnership with StrategyOne, 17% of TripAdvisor respondents said they would use a bricks-and-mortar travel agent to help with initial holiday plans, 1 percentage point behind the rest of the globe.

Aussies are also less likely to use social media to assist them with vacation options than other nationalities, but more frequently turn to online travel agencies, travel operator websites or family and friends (as **pictured** above).

Elsewhere in the survey, 95% of Australian businesses received positive online reviews - the 2nd highest country in the world.

Special deals offered to guests at businesses in Australia were having a positive impact, with 47% saying they'd book based on a bargain, six points ahead of the global average.

C&K adds guarantees

SMALL group touring company Cox & Kings has dipped its toes into the guaranteed departures pool, announcing it will definitely operate 35 departures of 20 different escorted group itineraries, beginning this month.

Itineraries earmarked by the company as guaranteed include an eight-day Journey through the Baltic States on 12 Jul & 23 Aug, and the 15-day Grand Tour of China - Luxury on 11 Aug & 13 Oct.

"These selected journeys will depart no matter how small the group size," Cox & Kings Australia ceo Steve Reynolds said.

Our market was the 3rd highest to book with businesses via mobile devices, and number one for Eco-Friendly practices based on water efficient toilets/showers.

More at www.bit.ly/barosurvey. **MEANWHILE**, an Adobe Digital Index report shows a near equal number of Australians are using Tablets and Smartphones as their preferred device for web browsing.

Data shows 7.7% of web traffic came from Tablets, compared to 7.8% coming from Smartphones.

WIN A 2-NIGHT BREAK AT PALMER COOLUM RESORT

This week, **Travel Daily** is giving one lucky reader the chance to win a 2-night break at **Palmer Coolum Resort** on the Sunshine Coast.

The prize includes 2 nights accom in a Deluxe Junior Suite and flights from any Australian capital city.

With our new 'Summer Getaway' packages, bringing your loved ones



together for some quality time has never been easier.

For you chance to win this great prize, email your answer to the question below by COB on Friday to: pcrcomp@traveldaily.com.au.

In 50 words or less, tell us which of our 'Summer Getaway' packages you would book and why?



[Click here for terms & conditions](#)

TTC Mega-Famil off & racing



A VISIT to Ferrari World in Abu Dhabi saw a thrilling start to the 2013 Mega-Famil, operated by The Travel Corporation.

For those that dared, a ride on the world's fastest rollercoaster at the Ferrari theme park beckoned.

Departing last Thu, the group of 100 agents flew Virgin Australia to the UAE capital for two days

RD 4 Winner

CONGRATULATIONS

Jessie Sharpe

from Qantas

Jessie is the top point scorer for Round 4 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won an overnight accommodation at any Toga Hotel across Australia, courtesy of **Toga Hotels**.



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



courtesy of Creative Holidays, which marks the second straight year with Virgin Australia as an official partner of the mega-famil.

Attendees are representing all of Australia's capital cities, with one lone agent from Mount Isa.

Next, the group will split into three smaller groups and travel with Etihad Airways to London, Paris and onward to various parts of Europe to experience a slice of the offerings of Contiki, Trafalgar and Insight Vacations.

Keep your eyes tuned to *Travel Daily* all this week for lots more from TTC's European adventures.

Parisian stay pay deal

TEMPO Holidays has released a Stay 4/Pay 3 deal priced from \$237ppts at a number of hotels in Paris, valid for travel between 15 Jul-31 Aug, on sale until 31 Aug.

Properties include Hotel Plaza Opera, Hotel Eiffel Saint Charles, Hotel De L'Avenir, Hotel Jardin Le Brea, Hotel Moliere and Park Lane Paris - 1300 362 844.

Barcelona bear Qatar

QATAR Airways will adorn the front of Spanish football giant Barcelona's jerseys from the start of the next domestic season.

The tie-up will see a number of special promotional campaigns created to promote travel to the destinations being visited by the team both in Spain and globally.

Gong Symposium win

WOLLONGONG will host the first Australian Social Media Tourism Symposium on 17-18 Jul this year.

The event will be attended by global Asia-Pacific marketing professionals and bloggers, who will tweet and post about the city on social media throughout.

Destination Wollongong gm Mark Sleight said the win, which saw the city defeat Townsville for hosting rights, was assisted by support from Destination NSW.

Hetras chooses RDX

GERMAN hotel software provider Hetras will link with the Australian SiteMinder Room Distribution Exchange to allow accommodation providers access to direct trade bookings.

Travel Daily

First with the news

Monday 11th Mar 2013

TOI celebrates women

TRAILS of Indochina has kicked off a new promotional campaign of Laos and Cambodia centered around last week's International Women's Day global festivities.

An exclusive seven-night tour has been developed, featuring special activities and sightseeing tours in Luang Prabang, Siem Reap and the beaches of Sihanoukville.

The itinerary is valid for sale until 30 Apr for travel to 30 Sep & is priced from \$1,895ppts - more at info@trailsofindochina.com.

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 fares, 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.7: Name the alleyway in Kampong Glam which is a treasure trove of offbeat labels by local designers that you won't find in shopping malls

Brought to you by:

Click here for Terms & Conditions and to view all questions

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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CONTINUE MOVING YOUR EXECUTIVE CAREER FORWARD WITH AA

YOUR SUCCESS WILL BE REWARDED

**CORPORATE ACCOUNT MANAGER
SYDNEY - SALARY PACKAGE \$85K+ +**

Manage a portfolio of clients with the objective of growing revenues, increasing margins and retaining the business. You need a thorough knowledge of corporate travel as well as the professional communication & negotiation skills needed to deal with people at all levels up to Executives. Move to a growing global brand who celebrates and rewards success and offers long term career development

DON'T LET THIS ONE SAIL ON BY

**TRAVEL OPERATIONS MANAGER (CRUISE/WHOLESALE)
SYDNEY – SALARY PACKAGE \$100K+**

This great new role is within a leading organization undergoing exciting growth. As an Ops Manager for a new division all your skills and experience will be drawn upon to shape the future of the business. You'll need experience managing growing teams, implementing procedures, budget control, good knowledge of wholesale & cruise product and have the drive to succeed with a leading company.

SOMETHING DIFFERENT IN TECHNOLOGY

**PRODUCT ENGINEER – TRAVEL RELATED PRODUCT
SYD OR MEL - SALARY PACKAGE \$120K PLUS**

This brand new role with a unique client can be based in Melbourne or Sydney. We are looking for someone who will assist in pre and post sales of this product that will be widely used by the travel industry, assisting with RFP responses, delivering demonstrations and being heavily involved with the implementation of new clients. You will come from a travel technology background with strong systems knowledge.

JOIN A LEADER IN WHOLESALE TRAVEL

**RETAIL TEAM LEADER
SYD - SALARY PACKAGE \$60K PLUS INCENTIVES**

This leading international wholesale organization have a vacancy within their direct reservations team for a strong team leader to motivate and lead this team to even further success. Leading a team of 4 you will have a strong background in travel, have used a GDS system and have proven leadership skills. A great salary plus incentives will be offered plus ongoing career development.

ACCOUNT MANAGEMENT EAST AND WEST

**CORPORATE ACCOUNT MANAGER
MEL & PER – SALARY PACKAGE TO \$85k + INCENTIVES**

You will have the skills and knowledge to drive solutions for your clients improving expenditure and creating a lasting impression which will retain clients for the future. As a master of building relationships you will know how to develop those key connections and gain their trust in your ability to do the best for them. Be rewarded with a great salary and stable work company that see growth year on year.

YOUR LIFE IN EVENTS ONLY GETS BETTER HERE

**EVENT DIRECTOR
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. This is the role everyone wants.

REACH NEW HEIGHTS AS A BDM

**CORPORATE BDM X 2
MELBOURNE – EXCELLENT SALARY PLUS COMMISSION**

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 corporate clients. Apply for this role and watch your future career soar

OPERATIONS ROLE IN WA

**CORPORATE TRAVEL MANAGER
PERTH – TOP SALARY \$80K PLUS**

You don't find many corporate management roles in Perth so be quick. Work for this TMC and manage a high profile account, lead and motivate your team whilst liaising with the clients to resolve any issues on a daily basis. You will be a strong manager from the travel industry with exceptional presentation and communication skills. Great salary on offer, no consulting involved, pure management role.

AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Ph: 02 9231 2825 Email: executive@aaappointments.com.au

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www.aaappointments.com



Finding talent within the Australian Travel Industry

Senior Travel Reservations Consultant Gold Coast - \$40-50K + Super + Incentive - Ref 4667S

Would you like to specialise in high end, off the beaten track itineraries and spend the time needed to piece together lucrative bookings? A niche travel agency is looking for a Senior Travel Consultant to join their experienced team in the Gold Coast. You will ideally have five years plus in the industry & be extremely well travelled in order to provide the skills & experience necessary to flourish in this position. Call for a confidential discussion today!

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

Travel Consultant Sydney - \$Negotiable + Super - Ref 465

Are you a customer favourite? Do you have a high repeat client base? This successful and friendly agency is looking for experienced retail travel consultants for either full time or part time hours to join the team. You will ideally have Galileo experience and some repeat clients whom you would be able to bring with you to help get you started. The applicant must have experience and be well-travelled. If this sounds like you we would love to hear from you!

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

Senior Travel Consultant Bayside Victoria - \$Negotiable + Super - Ref 452

Looking for a refreshing new role? Does working down by the seaside entice you? This leading agency in the Bayside area is looking for a Travel Consultant to join their small and busy team. You will have solid Amadeus skills, excellent people skills and ability to book complex itineraries to worldwide destinations. The ideal candidate will have a minimum 3 years experience in a retail agency and have a can-do attitude. Stop the CBD commute and work closer to home!

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

Travel Consultant Adelaide - \$35-40K + Super + Comm - Ref 1213

It's time to be part of a fun & dynamic team! This is an amazing travel company are seeking an intermediate Travel Consultant who can offer outstanding customer service teamed with fantastic product knowledge. This is a rare opportunity to join an award winning company and be mentored. Selling every part of the world, use your exceptional selling skills to bring in results! Earn uncapped commission and be trained by the best in the business!

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

South Pacific Travel Consultant Brisbane - Competitive Salary Package - Ref 388A

Do you have a passion for the South Pacific? If you want to use your expertise in selling the Pacific Islands and specialise in this niche product, then this is the role for you! You will work in a retail and wholesale environment, tailoring itineraries and offering your expert product knowledge to all of the South Pacific islands in order to secure bookings. Uncapped commission and a fun & friendly team environment are offered with this leading Queensland travel company.

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

Business Development Manager Sydney - \$80K + Bonuses + Perks - Ref 4594

Are you an experienced Sales Professional and/or Business Development Manager looking for a new challenge? A Business Development Manager is sought for a leading Global Corporate TMC based in Sydney. You will need to bring with you superior sales skills, corporate travel experience and the passion and drive to succeed! This fast paced and dynamic role needs someone who is hungry for sales. A great remuneration and perks is available.

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

South American Travel Specialist Melbourne CBD - \$DOE + Super + Bonus - Ref 462

Do you love South America? Have you been there and done that? A passionate and experienced Travel Consultant, with extensive knowledge of this vibrant destination, is needed to provide exceptional travel advice and create elaborate itineraries to South America & beyond. Ideally you would have 2-3 years experience as a Travel Consultant using Amadeus. The job requires you to be there Monday to Friday only. If this sounds like you call me today!

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

Luxury Travel Consultant Perth - \$DOE + Super + Commission - Ref 3013

Do you know your seat pitch between first and business? This is an exceptional chance to join this leading luxury travel company. This team is seeking an extraordinary travel consultant with at least 4 years high-end leisure travel agency experience. Use your amazing product knowledge, teamed with outstanding fares and ticketing and brilliant customer service. This is an opportunity to join the best of the best! Earn above average base and uncapped commission.

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

Find your ideal travel job at www.TravelTradeJobs.com.au
or download your **FREE Travel Trade Jobs App**
(Available on Apple & Android Smartphones)

