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# Travel Daily

First with the news

Monday 18th March 2013

## TRAVEL AGENTS IN THE FUTURE

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## QF \$1,399 to New York

**RETURN** Economy Class fares to New York priced from \$1,399 (all inclusive) are being promoted in the Qantas Global Sale which runs through until tomorrow.

The fare is available for travel between 13 May-11 Jun, 22 Jul-18 Sep and 13 Oct-06 Dec.

Other fares options include \$699 to Singapore, \$1,499 to Santiago and \$1,699 to Jo'burg.

Click on today's special **cover page** for further campaign offers.

## AFTA appoints accredited GM

**THE** Australian Federation of Travel Agents has this afternoon announced the appointment of Gary O'Riordan as General

Manager - Accreditation.

O'Riordan is well known in the travel and tourism industry for his vast service to the Australian Tourism Export Council, and wide knowledge & skills in developing accreditation schemes.

His first tasks will be to commence the important work of mapping the accreditation criteria and communicating with the travel industry over coming months.

"Gary has the experience, knowledge and commitment to make a difference in this important reform by way of the Accreditation Scheme," said AFTA chief exec Jayson Westbury.

O'Riordan will commence in the new role, revealed first by *Travel Daily* (TD 01 Mar) in mid-Apr, working from AFTA's Sydney HQ.

## Carbon tax hits hotels

**A REPORT** commissioned by Tourism Accommodation Aust. estimates the accommodation industry will be slugged almost \$115m through the introduction of the govt's carbon tax.

TAA md Rodger Powell said the additional costs "are coming straight off the bottom line" of the nation's accom providers.

"The report estimates the impact on hotel profit margins and a resulting less positive outlook will cause the value of a benchmark 200-room hotel to fall by to 16.5 per cent," Powell said.

## Sun Island phones out

**AGENTS** are being advised to email Sun Island Tours requests as it resolves technical issues with phone lines.

The firm says its phone network should be back up later today.

## Eight pages of news

*Travel Daily* today has eight pages of news, a photo page for **French Travel Connection**, a front full page for **Qantas** plus full pages: (**click**)

- AA Appointments
- Travel Trade Recruitment

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## \$13m for Regional projects

THE Gillard Government has handed out over \$13 million in funding to 65 tourism projects nationwide in the first wave of grants for regional ventures.

Funds made available under the Tourism Industry Regional Development Fund (TIRDF) ranged from \$50,000 to \$250,000, of which 35 entities received.

"The funded projects will deliver a wide range of projects, including new & upgraded accommodation, innovative new attractions for visitors - such as water parks, playgrounds, agri-tourism ventures, wilderness camps and adventure trails - and new conference and function facilities," Tourism Minister Martin Ferguson said.

Projects include Australia's first roller-coaster flying fox at the Tree Top Adventure Park in NSW, concept design for the Cairns Aquarium & Reef Research Centre in Qld, a luxury safari camp at Wilpena Pound in SA & upgrades at Cradle Mountain Lodge in Tas.

Fourteen businesses in NSW received grants, 11 in both Qld & WA, 10 in SA, eight in Vic, seven in Tasmania and one in the NT.

A total of \$141 million has been invested in the TIRDF (**TD** 24 Oct).

View the full list of recipients & the projects funds are earmarked at [www.bit.ly/TIRF2013](http://www.bit.ly/TIRF2013).

**MEANWHILE**, Ferguson opened the third round of T-QUAL Grants - Tourism Quality Projects (TQP) Program late last week.

Under the scheme, the govt will match dollar-for-dollar grants of between \$15,000-\$100,000 for innovative & high quality tourism projects as part of the \$40 million, four-year commitment.

Applications for the 2013 round of T-QUAL Grants will close on 03 May - see [www.ret.gov.au/tqual](http://www.ret.gov.au/tqual).

## Chipchase has TIME

**DESTINATION NSW** ceo Sandra Chipchase has been confirmed as the guest speaker for the upcoming Travel Industry Mentor Experience (TIME) event at the BLUE Sydney Hotel, scheduled for 17 Apr.

Guests have the opportunity to learn more about the program and network with past and present Mentees and Mentors.

The event runs from 6-8pm - to attend, RSVP by Mon 08 Apr to [travel@travelindustrymentor.com.au](mailto:travel@travelindustrymentor.com.au).

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## 2013 Europe Cruise Sale

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## Skywest application

**SKYWEST** Airlines has confirmed filing its application to the High Court of the Republic of Singapore for the proposed acquisition by Virgin Australia on Fri last week.

The application is scheduled to be heard by the court on 26 Mar.

Last week, Skywest shareholders voted in favour of the planned 100% share take-over (**TD** Thu).

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# Travel Daily

First with the news

Monday 18th March 2013

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## QFLink ups Dubbo

**QANTASLINK** has ramped up capacity on the Sydney-Dubbo route, introducing extra Q400 turboprop services on the route effective 25 Mar.

The move comes after Regional Express withdrew nine weekly services on the route due to airport screening charges.

On Fri, QantasLink announced it will add more than 1,600 weekly seats to Dubbo, achieved by upgauging ten of its 50-seat Q300 aircraft to the 74-seat Q400.

QFLink exec mgr John Gissing said the change strengthens the carrier's commitment to Dubbo.

"It will give customers a jet-like travel experience through reduced travel times, a quieter cabin and increased comfort," Gissing said.

The upgauge lifts QantasLink's total tally of Q400s flying to Dubbo to 18 return weekly.

## Qantas gender equality concern

**THE** Australian-flag carrier, Qantas, has caused a storm among staff with a new online training module for the proposed Emirates alliance pushing gender equality boundaries.

According to **TD** sources, the Qantas 'Connecting the Dots' module has sent shockwaves through the carrier's cabin crew and frontline staff for blatantly sexist statements.

The memo relates to codeshare QF/EK codeshare flights, with slide saying "customer demographic is going to change" with more customers from Asian, Sub-Continental & African countries already making forward bookings through the partnership.

"We're also going to see more customers from the UAE, so here are some of the tips and hints for

providing great service while respecting their cultural beliefs," the Qantas training module says.

Where the module gets controversial is the suggested handling for 'resolving customer issues', which states: "Sometimes the best person to resolve an issue may not be a woman.

"Don't take offence, don't continue to try & sort something out, simply hand it over to a male colleague.

"It doesn't matter whether you are the manager or supervisor, the fact that he is male will make all the difference," Qantas says.

It's understood cabin crew and other staff need to complete the course before Qantas inaugurates its Dubai operation on 31 Mar.

## Port Augusta Ecomotel

**THE** South Australian Tourism Minister Leon Bignell says a new 42-room Ecomotel to be built in Port Augusta will help address an undersupply for 4-star premium accommodation in the region.

Work on the project will launch in Apr and stage one is expected to be delivered by Oct 2013, with the development finished in 2018.

Bignell said the Ecomotel would appeal to high-yield domestic and international visitors.

Stage 1 of the Ecomotel alone is expected to bring in more than \$2 million in benefits to the region.



## Window Seat

**NEVER** a dull moment goes by when your name is Sir Richard Branson.

The Virgin founder got right into the celebratory spirit of St Patrick's Day over the weekend by dyeing his hair, including his beard, bright green.

Branson (**pictured** below) posted the photo on his blog, as part of a total greening of the Virgin.com website, in which Branson also touts Tourism Ireland's 2013 promotions.

More on Ireland on **page eight**.



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Both positions will require individuals who are able to work autonomously and are client focused. Hours of operation are Monday to Friday.

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## Business fares rally

**AUSTRALIAN** domestic Business class airfares have shot up to a six-month high this month, according to new government data.

The Domestic Air Fare Indexes by the Bureau of Infrastructure, Transport & Regional Economics rates fares monthly, where base weights are fixed at the Jul 2003 level of 100.

'Pointy end' fares in Mar were 76.5, up 12.5 points on Feb levels but 4 points behind Aug indexes.

The Mar level compares to 81.8 12 months ago.

Full & Restricted Economy and Best Discount Fares in Mar 2013 were all higher than the same time 12 months ago.

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## Air Pacific's first A330 delivered

AIR Pacific has made the first step in its transformation back to Fiji Airways, taking delivery and ownership over the weekend of its first Airbus A330-200 aircraft.

The new jet is adorned with the carrier's new logo and will officially enter service on 02 Apr.

Air Pacific chief financial officer Nick Caine travelled to Airbus' headquarters in Toulouse, France for the transfer of title & delivery ceremony, along with the carrier's specialist aircraft delivery team.

Two more of the wide-body jets will join the Air Pacific fleet later this year, in May and Nov.

"We are determined to become the airline of choice in the South Pacific," soon-to-depart Air Pacific ceo and managing director Dave Pfeleger said of the new hardware.

"The introduction of our new A330 aircraft and re-branding of the airline are the capstone of three years of incredibly hard work by our entire team to

transform and revitalise Fiji's national carrier and ensure it will be successful for another 61 years," he said.

"Our distinctive livery conveys the warmth and hospitality of our home," Pfeleger added.

After a stop in Hong Kong, the new A330 will land in its Fijian home tomorrow morning, where a special ceremony will welcome the aircraft on arrival at Nadi International Airport.

FJ will switch to the Fiji Airways branding in Jun, with new lounges and a website phased in this year.

### Dutch terror alert

THE Dutch Govt has raised the country's national terrorism threat level from 'limited' to 'substantial'.

According to the Department of Foreign Affairs & Trade, the elevated warning indicates "a realistic possibility that an attack will take place in the Netherlands."

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## Insight sheds for a cause



FUNDRAISING for blood cancer and leukaemia research, four volunteers from Insight Vacations submitted to the razors and had their heads shaved for the cause.

Head of sales David Farrar, NSW & ACT state sales manager Steve Farrelly, reservations manager Peter Jones res consultant Aaron Phillips all bravely stepped up to

have their heads landscaped.

A goal of \$3,500 was the target for The Leukaemia Foundation a target more than 80% achieved at time of TD's print today.

Farrar, Farrelly, Jones & Phillips are pictured above left to right with Insight marketing executive Jasmin Abrahams, who showed her hairdressing skills on the day.

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## TK aircraft renewal

**TURKISH** Airlines has ordered 82 new aircraft, with an option for an additional 35 in a multi-billion dollar order from Airbus.

Scheduled for delivery between 2015-2020, the order consisted of 25 A321neos, four A320neos and 88 A321neo aircraft.

## TCF reinstatement

**THE** Travel Compensation Fund has reinstated the participation of Give Me Football of Essendon, Vic (ABN:21 347 456 709) after its licence was recently terminated.

# Moreton Island welcomes P&O



**P&O Cruises' Pacific Jewel** made its maiden call at Queensland's Moreton Island yesterday.

The visit was part of a four night voyage from Sydney, with all 1950 pax aboard the ship disembarking for a day of activities.

On offer was dolphin feeding, canoeing, sand-duning, quad bike tours, bird watching, snorkelling or just an opportunity to relax.

*Jewel's* inaugural visit was the first of six planned for this year, which is expected to provide a financial boost of more than \$1m

into the local economy.

Among those enjoying the island was P&O Cruises ceo Ann Sherry, who said voyages including a visit to Moreton Island were an extremely popular cruise option.

Welcoming the ship was Qld Tourism Minister Jann Stuckey, who added that the visit cemented the state as Australia's second biggest cruise state after NSW.

Sherry is **pictured** above with the captain of the P&O *Pacific Jewel*, Jann Stuckey and Tangalooma Island Resort David James.

## Lux Town Hall event

**SYDNEY** Town Hall has been today named as the host venue for the Thought Leaders Program & Welcome Cocktail Party, part of the Luxperience 2013 event.

Attending delegates will learn about future travel trends, focused on the upscale segment - the fastest growing niche in the travel industry in the Asia Pacific region.

Sydney Town Hall will exhibit for the three-day Luxperience event at Sydney's Overseas Passenger Terminal, running 02-04 Sep.

It will also participate in the Corporate Connect Program that links local and international corporate travel planners.

The Thought Leaders Program & Welcome Cocktail Party will take place on 01 Sep and is predicted to attract around 500 travel industry professionals.

## OTC payback hotels

**AROUND** 200 towns in the US state of Texas could share in \$55 million of unpaid hotel occupancy taxes owed to them by online travel companies (OTC), including Expedia, Hotels.com & Travelocity.

*Dallas News* reported last week that the OTC and hoteliers had filed papers of back taxes, fees and interest owed after a previous jury verdict in 2009.

A final decision is due in Apr.

## Indian Pac inclusions

**GREAT** Southern Rail will offer Platinum and Gold Service guests travelling on the Indian Pacific off-train tours as a standard fare inclusions effective 01 Apr 2013.

Two tours are made available to guests in either Broken Hill, Adelaide, Cook or Kalgoorlie.

## WIN FLIGHTS WITHIN EUROPE

This week, **Travel Daily** is giving one lucky reader the chance to win 2 x economy return tickets from Brussels to any European port on the Brussels Airlines network (operated by SN), courtesy of **Brussels Airlines** and **Aviation Online**.

Brussels Airlines is proudly represented in Australia, New Zealand & South West Pacific by Aviation Online: 1300 781 747; [www.aviationonline.com.au](http://www.aviationonline.com.au).

For your chance to win this great prize, email your answer to the question below by COB on Friday to:

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**Tell us in 25 words or less why you should win 2 x economy return tickets from Brussels to any European port**

Click here for terms & conditions



## New Jetstar int'l hubs

**JETSTAR** Japan will launch new services to its ninth destination in the country, between Tokyo Narita & the tourist town of Matsuyama in the Ehime Province.

Sister-carrier, Jetstar Pacific will introduce new flights from Ho Chi Minh City and Vinj to Buon Ma Thout in the Central Highlands.

The flights will be operated by Airbus A320 aircraft.

## QM2 Milford maiden

**CUNARD'S** *Queen Mary 2* became the largest ship to visit New Zealand's Milford Sound last weekend, with the ship cruising into the Fiordland National Park during a 12-day journey.

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Today's issue of *TD* is coming to you from London at the 2nd Hosted Buyers Marketplace, courtesy of VisitBritain.

**TRAVEL Daily** is this week attending VisitBritain's second Hosted Buyers' Marketplace, which starts tomorrow.

On hand are hundreds of int'l buyers who will take part in a day-long series of non-stop, face-to-face meetings with UK suppliers to network and negotiate package deals for clients planning to travel here.

It coincides with the agency's biggest marketing program in its history - the GREAT Britain - You're Invited campaign, which is costing a whopping £100m.

It highlights the key drivers for travel to Britain: countryside, culture, heritage, sport, music, shopping and food.

Britain is already on a tourist boom, thanks to the London Olympics and the Diamond Jubilee of The Queen, which will be recreated at Buckingham Palace later this year.

## WLG pitch to Aussies

**AUSTRALIAN** arrivals into the NZ capital of Wellington increased 5% in Jan as a result of marketing of the city to Aussie travellers.

The campaign saw Wellington's abundance of food/wine themed tourist offerings leveraged on close air links to Australia.

## Free Day on BritRail

**A FREE** travel day on BritRail services in England, Scotland and Wales can be earned on sales of the Consecutive Pass, Flexipass, England Consecutive and England Flexipass if booked by 15 Apr and validated with six months of issue.

Free days earned under the "Free Day" promotion can also be passed on to clients, BritRail says.

## 787 is safe, say Boeing

**AIRCRAFT** manufacturer Boeing has declared its grounded B787 Dreamliner to be "safe" and that it will be back in the air in weeks.

The Federal Aviation Administration in the US last week gave approval (*TD* Wed) for Boeing to test the proposed fix for its problem-plagued batteries which forced the grounding of 50 aircraft around the world.

## Grand Prix is a winner

**TOURISM** Accommodation Australia Victoria president Peter Crinis has praised the role of the Formula 1 Grand Prix for once again boosting the international profile of Melbourne worldwide.

The race, held last weekend, saw many hotels near full capacity.

"Apart from the direct economic contribution, it encourages investment into new hotels & the refurbishment of existing hotels so that Melbourne remains a first class int'l destination," Crinis said.

Monday 18th Mar 2013

## Rebranding of AirPhil

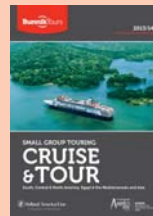
**FILIPINO** domestic carrier AirPhil Express has relaunched as PAL Express in a rebranding effort aimed at aligning itself closer to national carrier Philippine Airlines which now sees it feature the same 'sunriser' livery as PAL.



## 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](mailto:brochures@traveldaily.com.au).



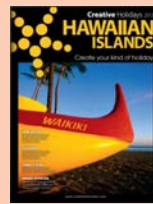
### Bunnik Tours - Cruise & Tour 2013/14

Forming an alliance with Holland America Line, Bunnik Tours has combined its all-inclusive touring range with HAL's ocean cruising selection. A new range of fifteen itineraries across the entire Americas continent, Egypt, Asia and the Mediterranean is included in this guide, with eight alone in South America. Highlights of the brochure include a 37-day Iguazu, Carnival and the Amazon tour, incorporating a 26-night Holland America Line voyage.



### Travel Indochina - Handmade Holidays Japan 2013

With tourism to Japan flourishing once again, Travel Indochina's latest range offers a good mix of Small Group Itineraries, Footloose Adventures as well as rail passes, independent touring and a multitude of accom options across the country. Popular options include an 11-night Ancient Japan & Snow Monkey Footloose Adventure, offering a glimpse into the rich history of the country with its current wonders across a variety of different cities.



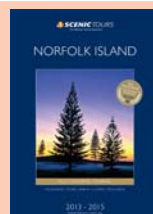
### Creative Holidays - Hawaiian Islands 2013

Always a growth destination, the CH Hawaiian range offers product across all four of the main tourist islands with numerous air options to get you there. The range of hotels has grown again to meet demand. An exciting addition to day tour options includes the new Hawaii Movie Tour, in which guests are shown famous iconic Hawaiian film locations. A seven day self-drive itinerary has also been developed for the independent trekker wishing to go at their own pace.



### Topdeck - Egypt, Jordan & Israel 2013/14

More than 20 itineraries feature in Topdeck's newest guide to the Middle East, in which Israel's reverent religious history is observed, while its vibrant nightlife and party scene can also be enjoyed. Some tours also include visits to Morocco and Turkey, and to landmarks such as the lost city of Petra, camel rides in Morocco & cruising on the Nile. Tours vary from 4-19 days length.



### Scenic Tours - Norfolk Island 2013-2015

Although offering only a single tour, it is an immersive, fully in-depth experience of the small island, its natural beauty and the lifestyles of its residents. Guests will experience the island's finest resort - the Governor's Lodge - which is set on 12 pristine acres & surrounded by pine trees. Exclusive Scenic Enrich inclusions have been designed to enhance the island experience further, with FreeChoice activities offered to allow tour customisation.

## SINGAPORE AIRLINES



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This is a permanent part-time position, working from a home office base for a standard 30 hours per week. Singapore Airlines is offering an attractive salary package including, medical insurance, superannuation, travel benefits and work from home allowances.

Written applications with CV should be addressed to Lida Alevizos, Sales Manager NSW/ACT, and forwarded to [Cecily\\_Woo@singaporeair.com.sg](mailto:Cecily_Woo@singaporeair.com.sg)

Applications close Friday, 22 March 2013.

Only successful applicants will be accorded an interview.

# Monaco opens its doors to the Aussie trade

Monday 18th Mar 2013

A DELEGATION of high-ranking members of Monaco's tourism and hospitality industry is currently visiting Australia and New Zealand to update the trade on the tiny principality's extraordinary cultural, shopping, dining and sporting attractions.

Last week, the group dined with some of Sydney's top travel agents at an event hosted by the Monaco Government Tourist Bureau and French Travel Connection.

One member of the delegation, Patrice Frank, head Sommerlier at the Hotel de Paris Monte-Carlo, imparted just a drop of his vast knowledge of the wine industry.

Frank oversees the largest wine collection in the world, with a cellar hallway more than 1km long and featuring more than 500,000 bottles, the oldest being the Chateau Marquis d'alligre Margaux-1835 at nearly 180 years of age and costing upwards of £9,000 per bottle.

During the evening, French Travel Connection unveiled a brand new "Passport to Monte-Carlo" incentive, with a chance to win one of 3 three-night stays (TD Fri) in the "playground of the rich and famous".

To be in the running, simply book and deposit a minimum two night stay at either the Novotel Monte-Carlo, Columbus Monte Carlo Hotel or the Fairmont Monte-Carlo by 30 Jun.

The "Passport to Monte-Carlo" product - sold exclusively through French Travel Connection - offers a special value-add product to all clients at any Monaco property.

Passport holders receive a free return helicopter transfer between Monaco and Nice (one-way in high season), a book of entrance tickets to the destination's top museums and attractions, and a range of in-hotel discounts and benefits.

Further, if the booked stay is at any of four SBM-owned hotels in Monaco, guests also receive a special charge-back card valid at any SBM food, beverage or attraction facility, enabling guests to charge back to their room, with the card also the room key.

Click **below** for more information on the new incentive.



**LEFT:** Jane McFarlane, Ovation Travel; Kathy Kotzias, Out & About Travel and Uschi Howard from The Travel Authority Northern Beaches.



**LEFT:** President of the Monaco Govt Tourist and Convention Authority Guillaume Rose, and French Travel Connection Managing Director Brad McDonnell.



**ABOVE:** Denise Gilfeather, Spencer Travel; Camilla MacInnes, French Travel Connection; Gerd Wilner, Landmark Travel and Eileen Hayse, World Travel Professionals.

**BELOW:** Marilyn Moore from MDM Travel and Events; Justine Sealey, Ramsgate Travel Service; Michael Schischka, Mary Rossi Travel and Vanessa Tihic from Travelscene on Clarence.

**BELOW:** Kathy Kotzias from Out and About Travel and Patrice Frank, Hotel de Paris, Monte Carlo.



**RIGHT:** Reece Farmilo, Out and About Travel, with Uschi Howard, The Travel Authority Group.



**LEFT:** Camilla MacInnes, French Travel Connection; Tim Harrowell, Emirates; Roslyn and Claude Hakim, World Travel Professionals.



**Win a trip to Monaco!**  
[more details](#)

**FRENCH TRAVEL CONNECTION** **monaco.**



## St Pats party in Parliament



**IRISH** Government Chief Whip Paul Kehoe is currently visiting Australia as part of St Patrick's Day festivities, and last week joined with Sydney politicians to help "green" some local landmarks &

lay flowers at the Irish Famine Memorial at the Hyde Park Barracks in Sydney.

The visit also coincides with a 4.4% jump in tourist arrivals into Ireland between Nov 2012 and Jan 2013, which included a huge 30% climb from Australia, New Zealand & other Oceania nations.

"Over 70 million people around the world claim links with the island of Ireland and St Patrick's Day is a truly unique opportunity to reconnect them with their heritage and to showcase our wonderful tourism offering to a huge global audience," Tourism Ireland head Niall Gibbons said.

Kehoe is **pictured** above third from right with Consul-General of Ireland Caitriona Ingoldsby, NSW Tourism Minister George Souris, Diane Butler and Donna Campbell of Tourism Ireland and Attorney General Greg Smith.

## Tasting Spanish wine

**TEMPO** Holidays has released a new itinerary taking in wineries and the sights in Spain's La Rioja province in the country's north.

Departing each Mon to 31 Dec, the 7-day Rioja Wine Discovery tours the region's most iconic places & is priced from \$698ppts.

For more info, ph 1300 362 844.

**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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## FCm Bulgaria

**GLOBAL** Travel Management company FCm has extended its pact with Romanian affiliate Happy Tour Group, opening a new office in the Bulgarian city of Sofia.

## Starwood ME growth

**UP TO 50** new Starwood hotels across the company's entire range will be opened in the Middle East and Africa by the year 2017, Starwood has announced as part of its month-long headquarter relocation to Dubai (**TD** 05 Mar).

The sizeable commitment will represent a 60% increase in the company's portfolio in the region, or 14,000 total hotel rooms.

Development will consist both of new-builds and the conversion of existing properties.

## HUI six month closure

**RUNWAY** renovations at each end of the 2,700m airstrip at Vietnam's Hue airport will see the facility closed to all flight operations from 20 Mar-20 Nov.

## World's best airports

**SOUTH** Korea's Seoul Incheon Airport has again been named as the best airport in the Asia-Pacific region, according to a global poll by Airports Council International.

The survey, completed by 350,000 air travellers worldwide, included no Australian gateways in the Top Five, and was completed by Singapore, Beijing, New Delhi and Hong Kong.

## MacDowell christening

**ANOTHER** Hollywood actress has been selected to serve as the official Godmother of a river cruise vessel, with *Four Weddings and a Funeral* actress Andie MacDowell to christen Uniworld Boutique River Collection's *Queen Isabel* vessel in Portugal on 22 Mar.

## RD 5 Winner

### CONGRATULATIONS

**Chris Saw**

from **Jetset Travelworld Group**

Chris is the top point scorer for Round 5 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a complimentary pass for two people to Sea Life Sydney Aquarium, courtesy of **Merlin Entertainments Group**.



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



# 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](mailto:singaporecomp@traveldaily.com.au)

**Q.12: Name the new nature-based attraction which will open next to the Singapore Zoo and the Night Safari this year.**

Brought to you by:

Click here for Terms & Conditions and to view all questions



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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.

### HOT INDUSTRY SALES IN NSW

**BDM – WELL KNOWN TRAVEL PRODUCT  
SYD - SALARY PACKAGE to \$60k + Incentives**

This fantastic new sales role has a vacancy open with your name on it. Use your ability to get out to market and sell this product to the retail agency market. You will be an experienced sales executive who has the ability to take control of the NSW territory. Your friendly personality, presentation skills & creative ability is required here. Great famils, car allowance & bonuses await the perfect person.

### MANAGE THIS UNIQUE CLIENT BASE

**ACCOUNT MANAGER -ACADEMIC  
SYD - SALARY PACKAGE \$90K PLUS INCENTIVES**

Our client a leading corporate travel management company has an opening in their account management team. You will have a port folio of clientele that is slightly different than your normal corporate client base. Ideally you will have experience managing clients from the academic space in account management or operations. Great salary and career development on offer.

### 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.

### 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.

### SALES ROLES EAST AND WEST COAST

**CORPORATE BDM X 3  
BNE, MEL AND PER – EXCELLENT SALARY PLUS COMMISSION**

If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll b 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

### ATTENTION ALL ANALYSTS IN SUNNY QLD

**PRODUCT ANALYST  
BRISBANE– SALARY PACKAGE OTE \$80K++**

This leading travel company in Brisbane has a vacancy within their product team, you will be responsible for providing commercial support to the product contracting and finance teams with a key focus of maximizing contract margins by providing financial analysis over key contracts. Bring your strong analytical skills, finance and travel knowledge to this rare vacancy, great salary on offer.

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## 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 Asia Specialist

Sydney- \$Negotiable + Super - Ref 478

Do you love all things Asia? Have you travelled throughout the continent and love selling Asian destinations to your clients? We are looking for an Asian Travel Reservations Consultant. You must have at least 1 years experience as a Travel Consultant and a passion for selling Asia. The ideal candidate will be outgoing and confident who can speak from their own personal experience and knowledge about Asian destinations to our clients. If this sounds like you, apply today!

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

### European Travel Consultant

Bayside Victoria - \$Attractive + Super - Ref 4521

Do you know where Clogs are made and where to find the Charles Bridge? Is Europe where your heart lies? This high end Travel Agency is looking for a Senior Travel Consultant to join their small and busy team. You will have Amadeus skills, know Europe inside out and have sold other destinations. You will be self-driven, independent and have the ability to build long term relationships with the loyal repeat clientele. If you are looking for a move to the seaside click apply.

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

### Travel Consultant

Adelaide - \$DOE + Super + Incentives - Ref 0469

This well established travel company in Adelaide, known for its first rate service and outstanding product, is looking for its newest team member. You will have experience in the travel industry, a minimum of 3 year or more, with some brilliant personalised travel experience and great systems knowledge. Its time to earn some fantastic commission and work in a team environment offering specialised tours and awards! Now is the time to make your next career move!

**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](#)**

### Specialist Travel Consultant (Africa)

Sydney - \$45K + Super + Bonuses - Ref 477

Sell what you love, the magical, mystical land of Africa! Do you dream of joining a dynamic team as a Specialist Travel Consultant, selling everything from midnight safaris in Kenya to African drumming sessions in Cape Town! Work in lovely modern offices with a strong, focused sales team in this niche role selling luxury African adventures! A fantastic bonus system will keep your pockets lined with realistic targets! You must have sales experience and passion for travel.

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

### Wholesale Travel Consultant (Africa)

Geelong - \$Competitive - Ref 482

Travel Consultants looking for a career change to wholesale and have a love of Africa. You would be an expert at handling African FIT's and/or Group Bookings. The ability to provide exceptional service, advice and recommendations to our valued travel agents. A natural at being able to book flights, accommodation and upselling to our variety of products. Working with different exchange rates and mark ups. If you have been there done that, then I want to hear from you!

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

### Training Coordinator

Perth - \$55-60K + Super + Benefits - Ref 0467

If you have training and travel background - this is the role for you! We are looking for a Training Coordinator within the Travel Industry, who can offer induction, sales and customer service training as well as updates and system training. You will be kept incredibly busy in this varied role - so lead by example! Organise individual training and development plans as well as ongoing sales, customer care and operational support. A wonderful career opportunity.

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

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