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- Territory Discoveries are giving away 5 cash prizes of \$10,000 each to the highest selling consultants of Territory Discoveries product!
- A 5 star trip to the NT to receive your prize. The 5 top selling agents and their partners will attend an awards night in Uluru and stay for 2 nights at the luxurious and refurbished Sails in the Desert Hotel
- Prize travel dates will be 21-23 June 2013 (Agent must be available to travel to event to claim prize, or prize will be forfeited)
- Prize for top selling agency - A cooperative marketing campaign undertaken with Territory Discoveries to the value of \$15,000, promoting Northern Territory product.
- Agents must register to be eligible

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First with the news

Monday 6th May 2013

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Cash in with Territory

TERRITORY Discoveries are again flashing their cash giveaway promotion on the **front full page** of today's *Travel Daily*, with five prizes of \$10,000 up for grabs.

The highest selling consultants of the wholesaler's product will also receive a two-night stay at the Sails in the Desert Hotel next month to claim their prize.

A \$15,000 NT promo campaign is also available to the top selling agency - see *TD's* front cover.

Manwaring targeting \$1b

THE Select and Independent travel groups operated by Orient Express Travel are well on the way to \$1 billion in TTV by 2015, with md Tom Manwaring saying the OETG brands now have over 500 member agents across Australia.

On Sat, the Select Travel Group, which comprises about 350 of those agencies, gathered at Singapore's Fullerton Hotel for their annual conference.

Manwaring described the rapid growth of the business, which now has preferred agreements with 38 airlines, and a range of partnerships with other suppliers including wholesalers and tour operators along with a comprehensive cruise offering.

"We are the largest independent travel agency group in Australia," he said - and he hinted that further growth is likely amid widespread change within other agency groups.

Manwaring, who became md of OETG in 2000 and bought the business in 2003, contrasted its stability with other parts of the industry, "who have had five or six different ceos in that time".

He also highlighted the efficiency of the business, which has 65 staff, with a range of advanced technologies enabling member agents to run their businesses better.

"Our cost base is significantly less than big agency groups," he said, and in contrast to smaller organisations, "we're the only independent distribution system with five state offices".

Manwaring revealed that the overall business has grown 15% year-to-date "in a tough market".

The conference saw the unveiling of enhancements to the Express product portfolio incl a new Express Marketing system and "Express Go" member websites allowing online client booking - lots of pics on Facebook and more from the Select conference on **pages 3, 4 and 6**.

Eight pages of news

Travel Daily today has eight pages of news & photos, a front full page for **Territory Discoveries** plus full pages:

- AA Appointments
- Travel Trade Recruitment



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King Kong TD comp

TOURISM Victoria has released guaranteed 13% ticket discounts with Showbiz to the travel trade for the King Kong stageshow at Melbourne's Regent Theatre.

In addition, two tickets to the preview performance on 06 Jun at 8pm are on offer in today's **TD** for the first reader able to answer the following question.

What does King Kong weigh?

Email your answer to

kingkong@traveldaily.com.au.

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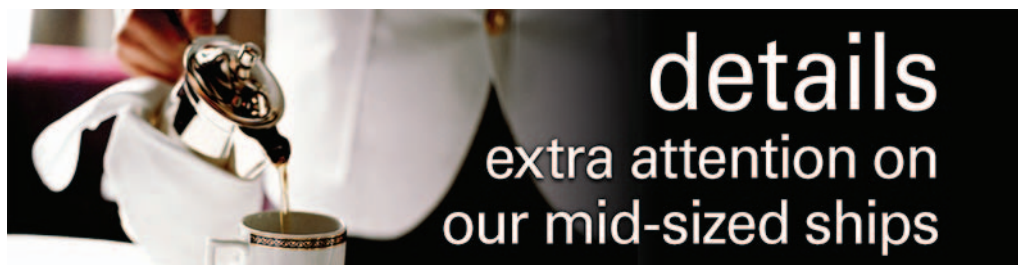


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Clark heads overseas

HEAD of Contracting for The Travel Corporation, Ian Clark, will depart the organisation at the end of this month.

Clark is leaving to pursue an opportunity overseas after seven years with TTC at its Sydney headquarters in Bondi Junction.

"Andrew Yell will be taking on that role in addition to his current duties as Executive General Manager of Creative Holidays," a TTC spokesperson has advised.

Dubai 'Vision 2020' approval

DUBAI has been given a green light by its ruler to proceed with a crusade aimed at doubling visitor numbers by 2020, as the United Arab Emirates continues to evolve as a global tourist destination.

Announced ahead of the official launch of the 2013 Arabian Travel Market (p5), UAE vice president Sheikh Mohammed bin Rashid Al Maktoum said Dubai's Tourism Vision would aim to welcome 20 million arrivals by the year 2020.

The mission statement follows an already bumper eight years for Dubai, in which visitor arrivals soared from 5 million annually to the 10 million mark set in 2012.

Put into perspective, Australia welcomed 6.1 million overseas arrivals last year and the Tourism Forecasting Committee has tipped that figure to jump to 8.1 million by 2020/21.

Sheikh Mohammed said tourism was a "central pillar" for Dubai's economic growth and that a "substantial tourist influx" was likely due to wide ranging new projects and attractions that will "open the door to welcoming larger numbers of visitors."

The Sheikh, who is also Prime Minister of Dubai, said the target would require the joint efforts of the Dept of Tourism & Commerce Marketing (DTCM) and other govt departments and institutes.

Two aspects form the backbone of the Vision, the first to widen the range of tourism offerings across events, attractions, infrastructure, services and packages, as well as enhancing the overall visitor experience.

A second aspect will see Dubai push for larger audiences abroad and converting the awareness level into bookings.

The strategy ties in with Dubai Tourism's target to increase the average length of stay, currently at 3.76 days, and visitor spend.

Dubai's Vision 2020 strategy involves three pillars: maintaining existing market share; boosting awareness in potential source markets - Latin America, China and Africa; and tapping further into repeat visitors.

Meeting the objectives will result in a trebling of tourism's economic contribution to Dubai's Gross Domestic Product.

Macau Government Tourist Office

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Monday 6th May 2013

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Express rolls out marketing suite

EXPRESS Ticketing's new Express Marketing system for Select and Independence group agencies was officially launched at the Select Group conference.

The flexible and powerful system allows agents to quickly and easily create their own customised collateral, which is then automatically repurposed to a range of applications such as high-res flyers, email blasts, the individual agency "Express Go"

websites, social media links and even in-store digital signage.

Suppliers who place offers into the system can have the deals distributed across the group, with agencies then adapting the offers and automatically adjusting them to the desired medium.

In another innovation, Express has partnered with Sumo Screens to provide a simple solution for electronic window displays, which is so flexible that it allows different messages to be shown at varying times of the day.

The system has been created by OETG's marketing partner Design Strategy, with agents controlling their own databases (in an Excel spreadsheet) and then able to blast messages to desired segments as required.

It also integrates with Express Go member websites, which include an online booking engine powered by Sabre where all reservations are linked to the individual agency code.

Trafalgar stopovers

TRAVEL agents booking Trafalgar guided holidays are now able to also organise a Creative Holidays stopover package in the same transaction.

Speaking at the Select Group conference in Singapore, Trafalgar sales manager Rachel Harding said the operator's reservations staff have now been cross-trained on the Creative 'city samplers' range which includes stopovers in Dubai, Abu Dhabi, Singapore, Hong Kong and Bangkok.

Harding also said she believed there were other significant Creative Holidays up-sell opportunities, with company research showing Australians spend an average of 12 days at their destination before or after their Trafalgar holiday.

MEANWHILE, Creative Holidays' recently appointed head of sales and distribution, Jasna Stevanja, confirmed that the firm will release a new dynamic pricing booking system for agents in Nov.



Window Seat

SELECT Travel Group consultants took part in famils every month last year - but one trip gave the agents a unique qualification.

Speaking at the Select conference in Singapore on Sat, national sales manager Jonathan Nelson detailed some of the educationals, including showing a photo of a smiling group in New York.

He added the day after the photo was taken, the agents were in their hotel rooms battering down the hatches as the city faced Hurricane Sandy.

These consultants now have a certificate on their wall proudly stating they are fully qualified to book hurricane travel.

SINGAPORE Airlines is set to introduce new flat-beds in economy class.

That was one of the big announcements made during a closed session at the Select Group conference on Sat, when SQ Vic state manager Chris Rowe gave an update on developments at the airline.

The news was greeted with gasps from the audience - then laughter as he revealed the configuration of the flat beds on offer (right).

In true Singapore Airlines style, Rowe pointed out that the bassinets offered by the carrier are longer and more spacious than those of other airlines.



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Select Singapore soiree



THE stunning Singapore skyline provided a perfect backdrop for the opening night drinks at last weekend's Select Travel Group conference in Singapore, which was attended by a significant number of senior supplier

representatives.

Pictured above from left with Singapore's Marina Bay Sands integrated resort in the background are: Derek Morris, China Southern Airlines; Gai Tyrrell, Sabre Pacific; Tom Manwaring, Orient Express Travel Group ceo; Karen Tsolakis, Qantas head of industry and corporate sales; and Jason Aghan, Cathay Pacific national accounts manager.

SQ groups to 2015

SINGAPORE Airlines is now able to quote group fares right through to 2015, and the carrier's increased capacity ex Australia means seats can be blocked even in peak travel periods.

SQ Vic mgr Chris Rowe said SIA offers one seat free for every 15 for religious and school groups.

He also updated the Select Travel Group conference on the new Melbourne SilverKris lounge which is expected to open in Jun.

And the introduction of a fourth daily Melbourne-Singapore flight in Jul this year will provide even better connections to a range of destinations, with minimum connecting times of just 55 minutes for onward flights to London, Barcelona, Cairo, Dubai and Johannesburg.

Rowe also revealed that the bonus Changi Airport transit voucher offer for SIA passengers has been extended to 31 Mar 2014, with a revised value of \$20 per pax, "but watch this space".

UA Pacific streaming

UNITED Airlines expects to formally roll out wi-fi streaming inflight entertainment on its Australian flights by Aug this year.

Country manager Alison Espley told attendees at the Select Group conference that the service is currently being trialled on one of the 747s used on UA's Australian flights to Los Angeles and San Francisco, with the full rollout in the coming months.

The streaming IFE will be free of charge, but passengers will also be able to pay for in-flight internet access, Espley said.

QBE Select custom

QBE has customised its travel insurance offering for the Select Travel Group, with dedicated brochures and collateral in Chinese and Vietnamese.

The Express Manager system allows quoting of QBE insurance with automatic prepopulation of data fields, and there's a personal agency URL allowing members to sell insurance on their websites.

AY/Scenic DVD push

FINNAIR and Scenic Tours have joined forces to launch a new Mothers Day competition in conjunction with Dymocks Bookstores, with a European holiday up for grabs.

The promotion is in line with the release of the *Classical Destinations III* DVD, with entries open to Dymocks for Booklovers members purchasing the DVD in-store or online until 13 May.

The prize winner will receive flights to Budapest or Amsterdam for two people with Finnair and a 14-day Scenic Tours European River Cruise, with the total prize pool valued at \$24,480.

QT hitting the slopes

DESIGNER property brand QT Hotels and Resorts has added the Quay West Falls Creek to its portfolio - Vic's largest ski resort.

The property will be rebranded as the QT Falls Creek, launching next month, and will feature QT's interactive marketplace Bazaar and cocktail bar Stingray Lounge.

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Travel Daily, Australia's favourite travel publication, is currently recruiting for an administrative and advertising assistant. This is a full time role, working from our offices in Epping, NSW.

This entry-level position involves assisting our team with a wide range of duties ranging from answering the phone, banking, handling enquiries, generating reports, managing appointments and other general office activities.

Desktop publishing is also involved and you will be trained in use of our in-house system to assist with preparation of advertising and other features in our portfolio of newsletters.

You will have experience with computers and a sound knowledge of Microsoft Office products, and some familiarity with publishing programs would be an advantage.

We are looking for someone who has good verbal and written communication skills, is reliable and friendly and who has a willingness to learn and a desire to progress within the company.

A salary package of up to \$35,000 + superannuation is on offer for the right candidate.

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Travel Daily
on location in
Dubai

Today's issue of *TD* is coming to you from Dubai, courtesy of the Dubai Department of Tourism and Commerce Marketing.

THE 20th annual Arabian Travel Market kicks off today in Dubai, and runs through until 09 May.

It's the Middle East's top travel industry showcase and features over 2,500 exhibitors.

Suppliers are mainly from the UAE and Middle East, but there's also heavy involvement from suppliers across Europe, Asia, Africa and the Americas.

Participation from Australia and NZ is high, including the likes of Cox & Kings, JTG, Qantas Holidays, Eastern Eurotours, Ci Events, Flight Centre, and Phil Hoffmann himself.

Dubai taps markets

DUBAI Tourism's Vision 2020 tourism strategy (see page 1) will incorporate the creation of segmented packages and tailored offerings to specific markets.

That covers promoting key elements of Dubai, such as city, desert or coastline experiences.

Elevating Dubai to a global events and entertainment hub is a focus, with projects earmarked including a bid for a future World Cup and the 2020 World Expo.

Business visitors are another crucial component of the Vision and plans are afoot to improve Dubai's business tourism offering.

"Today's conference delegate is tomorrow's holidaymaker and there are a number of steps we can take to encourage the business traveller to extend their stay or return for leisure trips with friends and family," said Dubai Tourism director-general, His Highness Helal Saeed Almarri.

Pharmacy Daily is a sister publication to *Travel Daily*, and is Australia's favourite daily pharmaceutical industry newsletter, read by over 10,000 people each day.

Pharmacy DAILY

Pharmacy Daily is currently recruiting for two roles to support our ongoing strong growth.

News Reporter

This is a permanent part-time role, working five mornings per week from our offices in Epping, NSW. The successful applicant will be an experienced writer with a good sense for news, preferably with knowledge of the pharmacy industry. As well as sourcing the latest pharmacy industry news you will be helping with the production of the newsletter so desktop publishing experience (Adobe Indesign) will be well regarded. On-the-job training will be provided.

Business Development Manager

Pharmacy Daily is seeking a Business Development Manager, to promote our popular newsletter to pharmacy suppliers. This is a part-time contract role with flexible hours, which would ideally suit someone with pharmaceutical or medical industry sales experience. Duties will involve sourcing new business from advertisers and developing relationships with clients with the aim of further growing the business.

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Philippine Airlines

ATM-arians get Bieber Fever



ABOVE: Dubai's Department of Tourism & Commerce Marketing (Dubai Tourism) has spent the past few days showcasing the city to a group of Aussie & Kiwi wholesalers, event organisers, agents and media including *Travel Daily*, ahead of the start of the 2013 Arabian Travel Market.

Highlights have included visits to 'At The Top' on the 124th floor of Burj Khalifa, a brunch at the Sheikh Mohammed Centre of Cultural Understanding and a tour of the up and coming art gallery precinct of Dubai - Al Serkal.

The pre-ATM activities have also included site inspections of a few new and soon-to-open hotels, such as The Oberoi Dubai, Business Bay (slated to open in coming weeks), Anantara Dubai Palm Jumeirah and Sofitel The Palm.

No trip to Dubai is complete without adding a few millimetres to the waist-line, a lesson put to the test at The Address Downtown's buffet, complete with a chocolate room.

As it happened, the stars aligned for delegates, who were also given an opportunity to see Canadian pop-singing sensation and teen heart-throb Justin Bieber, who was performing in Dubai for the first time ever.

Pictured with their tickets to Bieber's concert held at Dubai's Sevens Stadium on Sat night are some of the contingent of Australian and New Zealand delegates, from left: Davielle

Gardner, JTG; Kim Houston, World Journeys (NZ), Angelya Vassiliadis-Balaguer, Dubai Tourism; Alisa Feillafe, Adventure World; Fiona Stewart, Dubai Tourism, Ben Alcock, Flight Centre Product; Mia Miller, CI Events and Alysha Hughes, Qantas Holidays.

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Celebrity X Cruises

Select Travel Group celebrates together

MORE than 150 members of the Select Travel Group gathered in Singapore last weekend for networking, supplier updates, awards and activities - along with lots of lucky door prizes!

The conference's major sponsors included Singapore Airlines and Sabre Pacific, with airlines, wholesalers and other preferred partners out in force to support the group which is becoming a significant force.

A highlight of the event was the keynote speech from David Lim, an inspirational Singaporean who led the country's first ever expedition to Mount Everest - only to subsequently overcome a devastating illness which left him totally paralysed.

Pictured at left is OETG ceo Tom Manwaring (second from left) with the SIA team: Chris Rowe, Lida Alevizos, Jacki D'Antonio, Michael Kirkby and Select Travel Group national sales manager Jonathan Nelson.

Lots more pics on our website and at facebook.com/traveldaily.



BELOW: Trafalgar national sales mgr Rachel Harding with newly appointed Creative Hols head of sales and distribution, Jasna Stevanja.



ABOVE: Sabre Pacific head Gai Tyrrell with Abacus ceo Robert Bailey.



ABOVE: Express Ticketing NSW manager Mohammed Nasiry with Alison Easley, United Airlines president Australasia and guest speaker, adventurer, business coach and author David Lim.



ABOVE: The colourful trio of Tracy Zhang, Sheena Xu and Jane Xu from Grandcity Travel.



ABOVE: Lucky prize winners Helen Nhieu of Atlast Travel, Rose Santos from Aeon International Travel and Helen Nhieu with Kenneth Ung, Nexus Holidays.



ABOVE: Virgin Australia industry sales mgr Vic/Tas, Jodie Collins with Quentin Vos of Air NZ.



ABOVE: Juan Lin, ANA Travel; Kerrin Trenorden, THAI Airways; and Helen Chen, Yangcheng Travel.

RIGHT: Top performing agents all in the family: Mirza Juddani from Skiddoo.com.au with his father Mehdi of Best and Less Travel.



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New Voyager partner

GSM Travel Management has announced BT Brasilia Travel of Lebanon as the newest partner to its global network, of which Voyager is the Australian partner.

BT Brasilia consists of a network of 10 travel specialists and boosts the number of global Voyager partners to 48 across 46 countries.

Acting FJ ceo named

AUBREY Swift has been named as the acting ceo at Air Pacific following the departure this month of Dave Pflieger.

Swift currently serves as FJ's chief commercial officer, and brings 20 years experience from roles with British Airways, Virgin Australia & the former Virgin Blue.

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Monday 6th May 2013

Exciting Hawaii deals

EXCITE Holidays has released four hotel deals for the Hawaiian Islands exclusive to the agent-only wholesaler.

Deals are valid for the Hyatt Regency Waikiki, The Kahala Hotel & Resort, Hyatt Regency Maui and the Grand Hyatt Kauai Resort, if booked by 15 May and for travel 01 May - 20 Dec.

EY boosts JFK capacity

ETIHAD Airways will deploy a B777-300 on services to New York JFK from 01 Jun, replacing the A340-500 currently on the route.

The larger aircraft, offering 328 seats, will see a 36.6% increase in capacity and offer inflight wi-fi.

Come out with Hilton

HILTON has launched a "Stay Hilton - Go Out" campaign aimed at LGBT travellers visiting its NZ hotels in Auckland and Taupo, following on from the legalisation of gay marriage in New Zealand, which was made law last month.

Merlin loves mothers

MUMS can enjoy free entry to 11 of the Merlin Entertainments Group Australasian attractions on Mother's Day this Sunday.

To redeem the offer, simply claim a voucher from any of the attraction websites or Facebook pages, as the offer is not available to walk-up guests.

The free entry offer is valid at SEA LIFE Sydney Aquarium, WILD LIFE Sydney Zoo, Sydney Tower Eye, Madame Tussauds Sydney, Manly SEA LIFE Sanctuary, Otway Fly, Illawarra Fly Treetop Walk, Kelly Tarlton's SEA LIFE Aquarium in Auckland, Melbourne Aquarium, WILD LIFE Hamilton Island and Underwater World on the Sunshine Coast.

BR Star Alliance date

TAIWANESE carrier Eva Airways will officially become the 27th member of the Star Alliance group of airlines on 18 Jun this year, the group has announced.

The carrier was accepted to join the alliance last year.

Travel Daily

on location in
Ayers Rock

Today's issue of *TD* is coming to you from Ayers Rock, courtesy of *Travelport* which is staging its annual *Customer Conference*.

BEGINNING today at the newly revamped Sails of the Desert Hotel - a Voyages property, the theme of the conference is "Inspiring Travel".

The conference will highlight the latest ideas, research, trends and innovative solutions, and *Travelport* promises a diverse mix of educational, cultural and industry networking experiences at the two-day event.

Delegates will be able to spend one-on-one time with *Travelport* Account Managers and gain some hands on experience with the company's latest technology innovations.

There's an impressive line-up of speakers including Graham "Skroo" Turner, founder and ceo of Flight Centre, Bob Ansett, Budget Rent-A-Car founder, and Jessica Watson, the youngest, round-the-world, unassisted solo sailor, all of whom will talk about what 'inspired' them to succeed. More in *TD* through the week.

Brochures of the Week

WELCOME to Brochures of the Week, *Travel Daily's* Monday 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.



Trafalgar - Europe/Britain - Autumn, Winter & Spring
A strong collection of 31 itineraries visiting 22 countries is packed into this brochure. Three completely new tours have been developed, offering the English countryside in winter, Germany's famous Christmas markets and the Swiss Alps. High passenger demand for more departures has been answered, with a further increase in dates to suit. Itineraries start from \$119 per day, with enticing air deals and Early Payment Discounts offered across the entire range.




APT - New Zealand 2013/14
Big changes have been made to the APT range for the Land of the Long White Cloud, with two new 23-day escorted tours released and Fly Free deals introduced for the first time, if booked before 31 Jul. All up, the range contains nine itineraries, including stays in premier accom, many meals, Freedom of Choice Touring options in seven locations and Freedom of Dining in Queenstown and Wellington. The glossy also contains stunning scenic photography showcasing NZ's natural beauty.



Vietnam Tours & Beyond - Vietnam 2013/14
The new program has doubled in size, with a wide array of new products in Vietnam, Cambodia and Laos developed to offer more choice to travellers. Hotel and resort offerings in Danang and Hoi An have expanded, with a section devoted to Hue introduced for the first time. Touring and cruise products have been developed as part of the new offering, with new Mekong cruising product, multi-night packages and new day tours.



Creative Holidays - Fiji & South Pacific 2013
On top of an expanded Fiji range, the new guide to the Pacific islands also includes Samoa, the Cook Islands, Vanuatu, New Caledonia and Tahiti. Comprehensive air links to the islands, along with mainland luxury hotel stays, transfer options both on land and by sea to get pax to their island resorts ensure a seamless holiday experience can be put together from one brochure. Many resorts offer bonus inclusions and meal packages for pre-purchase.



Travelmarvel - Tasmania 2013/14
A range of savings have been released in time with the launch of *Travelmarvel's* guide to the Apple Isle. Savings of up to \$600 per couple are offered for long-term planners booking a year or more from departure along with Superdeal savings for longer itineraries. Tours range from 5-11 days with stays in superior hotels added to take in destinations "must see" attractions". The range of tours incorporates both east and west Tasmania, with a combined tour for those keen to cover the entire state.

Super Rugby Rd 12 Winner

CONGRATULATIONS

Tanya Woo

from *Carlson Wagonlit Travel*

Tanya is the top point scorer for Round 12 of *Travel Daily's* Super 15 Rugby industry footy tipping competition, and has won a \$50 Coles/Myer voucher, courtesy of **Compass Car Rental**.



Major Prize Sponsors

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



IATA NDC assignment

AIRLINE Tariff Publishing Company has assigned IATA with full custodian rights for its Open Axis license, allowing XML capabilities to be part of the NDC.

Navigator off course

THE Travel Compensation Fund has terminated the participation of Navigator Travel Management (ABN: 78 123 707 344) from the fund due to claims having been received against the Carlton firm.

SAA upgrade savings

SOUTH African Airways has released a special upgrade price for Economy pax to upgrade to Business Class between SYD-JNB. Existing seats purchased via agents in Australia can be upgraded for \$2,200 one way or \$3,800 return, for sales to 30 Jun. "The upgrade fare is available to passengers holding tickets for outbound travel on SA7701 Sydney to Johannesburg and/or SA7700 from Johannesburg to Sydney between now and July 31, 2013," SAA Australasia country manager Tim Clyde Smith said.

English tea completes a meeting



TRADITIONAL English teas, scones, cakes & various other assortments lined the table at this morning tea hosted by The Hotel Connection. Director Sarah Whitty

is pictured third from left with the team from Allure Travel in Melbourne, all deep in discussion about Radisson Blu Edwardian hotels in London and the Cheval Apartments.

Around the table is Barclay Cox, Kelly Gelfand, Kellie Anderson, Bindy McSherry, Debbie Kotton, Jan Upton and Katherine Laing from The Hotel Connection.

NT seeking biz events

NORTHERN Territory Tourism Minister Matt Conlan has unveiled a \$1.7m funding boost as part of the 2013 Budget aimed at luring more business events to be held in the Territory.

Delivering the announcement at the opening of the 2013 Meetings Events Australia conference in Darwin, Conlan said "The MEA is a perfect example of the large scale business events we want to attract...this funding will allow the Territory Government to use large business events to grow our tourism industry".

MEANWHILE, Tourism NT has signed a sponsorship agreement with V8 Supercar team Brad Jones Racing, which will see the organisation's logo displayed on the team's race suits, cars and more, along with promotion of the Territory at the series' upcoming round in Austin, Texas.

AFL Rd 6 Results

CONGRATULATIONS

Tim Bridgman
from Delaware North

Tim is the top point scorer for Round 6 of *Travel Daily's* AFL industry footy tipping competition has won a \$50 voucher to spend on any products at www.lifeliveitup.com.au, courtesy of Life®.



Major Prize Sponsors

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



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



WIN A HOLIDAY TO HAWAII, THE BIG ISLAND

To avoid confusion with the name of the entire state, the island of Hawai'i is often called the "Big Island," and what an appropriate name it is. Nearly twice as big as all of the other Hawaiian Islands combined, its sheer size can be inspiring.

This month Travel Daily is giving readers the chance to win a holiday to the island of Hawai'i, courtesy of Hawaii Tourism Oceania, Hawaiian Airlines and Hilton Waikoloa Village.

The prize includes two return economy airfares from Sydney to Kona via Honolulu with Hawaiian Airlines, six nights accommodation at the incredible Hilton Waikoloa Village and return airport transfers with a flower lei greeting on arrival.

Each day Travel Daily will ask a Hawaii-related question – just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this inspiring Hawaii holiday.

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

Q.4: What are names of the two international airports located on Hawaii, the Big Island? Bonus points if you also name their Airport Codes.

Hint: www.gohawaii.com/au/big-island



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WANT YOUR CAREER SEARCH HANDLED BY AN EXPERT? CALL AA

TOP JOB OF THE WEEK

EVENT DIRECTOR

SYDNEY BASED - SALARY PACKAGE \$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.

IS STRATEGY YOUR MIDDLE NAME?

CLIENT RELATIONSHIP MANAGER

BRISBANE - SALARY PACKAGE CIRCA \$100K

Are you an experienced senior client relationship manager looking for a new challenge? This fantastic role will see you managing a key national account, where you will be responsible for strategic account management of this primary client. Ideally you will have an extensive background in travel at a management level, with excellent negotiation skills, strong commercial and business acumen.

LOVE THE THRILL OF THE CHASE

BUSINESS DEVELOPMENT MANAGER

SYDNEY - SALARY PACKAGE \$70k

If you're a BDM with this great organization, you'll not only be providing your clients with essential products and services but also developing your career at the same time. This position offers great leadership & training, a defined territory for you to manage, and the opportunity of leveraging your strong travel industry relationships to gain more business, which ultimately equals more money in your pocket. Apply now!

TAKE THE HELM

CORPORATE OPERATIONS MANAGER

SYDNEY - SALARY PACKAGE CIRCA \$120K

This successful leader in corporate travel is searching for a talented operations manager to manage an established role. Key responsibilities will include increasing profitability and efficiencies, human resources management, staff leadership, mentoring and development. Essentially you will come from a strong travel management background with excellent business acumen and full profit and loss accountability.

CREATE AMAZING PROGRAMS

EUROPEAN PRODUCT MANAGER

MELBOURNE - SALARY PACKAGE \$75K

This fantastic product management role will have you designing brochures, managing contracts and content for this premium luxury brand. Essentially you will come from a strong product management background and have experience in contracting Europe, including product development, negotiation, leaderships and contracting skills and the ability to work under pressure.

SOAR TO NEW HEIGHTS

REVENUE MANAGER

EAST COAST AUSTRALIA - SALARY PACKAGE \$75K

Are you a talented Airline Revenue Manager looking for a better work life balance? Or are you a senior Revenue Analyst looking to step up into a management role? This popular airline is looking to employ your talents. You will be responsible for achieving revenue targets across assigned routes by developing and implementing revenue strategies. ALTEA and Inventory Management essential.

GAIN A WORK LIFE BALANCE

3 DAYS A WEEK INSIDE CORPORATE SLES

SYD & BNE - LUCRATIVE SALARY PACKAGE

Know how to target new business? With your winning ability to develop a pipeline, negotiate deals and win new business you will be rewarded within this large corporate Agency. Representing a well known brand in the market you will be proud to be part of this growing team, showing off your sales skills and creative flare. Choose the days you want to work.

THE OUTLOOK ON THE HORIZON IS POSITIVE

CORPORATE TEAM LEADER

SYDNEY - SALARY PACKAGE \$70k

Be on the forefront with this company this successful company. Overseeing a team of consultants you will have the ability to lead and coach your team while responding to client escalations and assisting the senior management team with decisions that will affect the future growth of the company. Don't miss out on this outstanding opportunity to be part of this award winning company.

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Finding talent within the Australian Travel Industry

Airfare Product Coordinator

Brisbane - \$50-55K Package + Super - Ref 561A

Step away from sales and into the product world! Specialising in air travel, you will coordinate the airfare & air product enquiries. This is a varied role to keep you on your toes including airfare loading, support, customer service & queue management. If you have GDS experience, fares & ticketing knowledge, and want to step away from consulting then this is the role for you. Work for a great salary, realistic career progression within a stable & supportive company.

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

Experienced Leisure Travel Consultant

Wollongong - \$Negotiable + Super - Ref 560

Experienced luxury Travel Consultants needed! Are you looking for a Monday to Friday job with no face-to-face sales? Look no further! Your excellent knowledge of worldwide, high end destinations and your sales skills will be key for this Leisure Travel Consultant vacancy. You will have outstanding customer service skills, experience selling high-end travel and have a minimum of 18 months experience. This position will fill quickly, so apply today!

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

National Sales Manager

S.E. Melbourne - \$Attractive + Incentives - Ref 555pca

Experienced National Sales Manager required for Australia's premier and world leading travel & cruise company located in South East Melbourne. You must be a sales professional with a minimum of 2-3 years experience in a sales or a team management role. Established contacts and customer relationships from a previous role advantageous. Great Incentives and benefits for the right candidate. Bring your professional sales skills to this rewarding new job.

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

Senior Travel Consultant

N. Perth - \$50K + Super + Profit Share - Ref 0567

Are you the complete Travel Consultant Package? Do you have at least 6 years experience, brilliant ticketing skills, amazing product knowledge, a GDS Wiz on Galileo, and have experience of Cross Check? Working Monday to Friday, with the odd half day Saturday, you would have experience of leisure and corporate clients, brilliant cruise knowledge and amazing customer service. This role will not be around long! Must live in the North Perth Area!

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

Ski Travel Specialist

Brisbane - \$Competitive + Bonus - Ref 562A

If you want to combine your two loves of Travel and the snow, then this is the role for you! Sell ski packages and tailor made ski itineraries every day. If you have a travel background and are an avid skier, enjoy an uncapped earning potential and see the \$'s come your way. In a CBD location with a fantastic team, this rare opportunity is sure to be snapped up soon. Show your interest now and apply with your CV outlining your passion for Ski.

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

Business Development Mngr. (Corporate)

Sydney - Salary Package of \$70K - Ref 4594

Amazing new opportunity for experienced Business Development Managers to take a step into a leading Global Travel Management Company. If you have B2B sales experience of at least 3 years within a TMC and are looking for your next step up, I have a challenging role to sink your teeth into! The position involves sourcing and gaining new business for a large corporate travel company, territory NSW.

Great salary package available for the right Hunter!

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

Snr. Leisure & Corporate Travel Consultant

E. Victoria - \$Competitive + Incentives - Ref 531

Highly experienced Travel Consultant required for a busy independent and well established agency located in the eastern suburbs of Melbourne. Selling a mix of corporate and leisure travel, you would ideally have the experience to be able to meet each client's individual demands using Galileo and Crosscheck to book worldwide itineraries. Knowledge of the cruise market is advantageous. No need to commute to the CBD anymore. Great opportunity and great salary!

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

Senior High End Travel Consultant

Adelaide - \$DOE + Super + Benefits - Ref 0505

This is a special and rare role in Adelaide. We need the complete package, fantastic customer service, extensive travel industry experience, high end luxury travel knowledge teamed with going that extra mile! Do you think outside the box? If you can recommend where to stay, what to do, where to shop and offer it all with a smile - this is a role for you! Extensive travel agency and personal travel experience will make sure you secure an interview today!

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



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