

Yvonne joined  
for the support team

Every agent has  
a reason to join

**MTA** mobile  
travel  
agents  
Call 1300 682 000  
Visit [join.mtatravel.com.au](http://join.mtatravel.com.au)



# Travel Daily

First with the news

Thursday 17th April 2014

**COOK ISLANDS**



Become a Specialist  
and get exclusive  
industry deals and  
more...

[Learn more >](#)

## Happy Easter to all

THE upcoming Easter break means that the next issue of **Travel Daily** will be published on Tue 22 Apr 2014.

We would like to wish everyone a safe and relaxing long weekend.

Visit  
**SABAH**  
Malaysian Borneo

Contact:  
[sabahinfo@bigpond.com](mailto:sabahinfo@bigpond.com)  
[www.sabahtourism.com](http://www.sabahtourism.com)

**APT** UNFORGETTABLE  
**BURMA**  
RIVER CRUISING

2014/15 BROCHURE  
OUT NOW

**COMPANION  
FLY FREE\***

SAVE UP TO  
\$1,670  
PER COUPLE\*

STRICTLY LIMITED OFFER!

\*Conditions apply. Contact APT for full terms & conditions.  
Australian Pacific Touring Pty Ltd ABN 44 004 684 619  
Lic. No. 30112 APT236

## Magellan grows strongly

THE Magellan Travel Group looks set to significantly exceed its former target of 100+ agencies, with the organisation confirming today membership is currently sitting at 99 and at least 13 more outlets already signed up to join by 01 Sep this year.

It is understood a significant number of the additions are currently part of the Helloworld group, but Magellan isn't revealing any details, citing confidentiality agreements.

However, a number of suppliers have told **TD** there is a lot of

movement between groups.

"Every week there's two or three," one airline representative yesterday told **Travel Daily**.

Earlier this year, Magellan relaxed its rhetoric about a ceiling on numbers, but has maintained an intention to target agents who focus on high-end leisure and business travel.

## Qantas sale launch

**QANTAS** has this morning kicked off a "beat the crowd" sale on late 2014 and early 2015 departures, incl Los Angeles from \$1199, London from \$1829 and Singapore from \$699 return.

## Globus sales role

THE Globus Family of Brands is today advertising for an experienced Regional Sales Manager, with five years experience preferably in the travel or tourism industries.

For details, see **page 14**.

## ATAS survey reminder

THE industry is being reminded to vote in the Australian Travel Agent Barometer survey on the ATAS scheme - click below.

[Click here for ATAS survey](#)

## Sneezing Panda film

**HELEN** Wong's Tours is inviting agents to register for free tickets to a special screening of "Sneezing Baby Panda - The Movie" in Sydney on Sun 18 May.

To see a preview of the film and for more info, see **page thirteen**.

## Ten pages of news!

**Travel Daily** today has ten pages of news & photos, including full pages: (**click**)

- AA Appointments jobs
- Renault Eurodrive
- Helen Wong's Tours
- Globus sales manager
- NTIA tickets

travel counsellors ⇨  
My Story Julia Lynch, Travel Counsellor

"I can now concentrate on what I do best - looking after my customers"

Read my story at [www.travelhomeworking.com.au/ourstories](http://www.travelhomeworking.com.au/ourstories)

Get in touch today 03 9008 4291

With us...it's personal

## Voting for 2014 NTIA Awards closes today

**VOTING** for the nominees in this year's National Travel Industry Awards will close at 5pm this afternoon, 17 Apr 2014.

AFTA ceo Jayson Westbury said that "every vote counts and matters," with a strong response from the industry seeing total votes up more than 20% already compared to last year.

Tickets for this year's NTIA gala dinner at Sydney's Hordern Pavilion on 19 Jul are selling fast - details on the **last page**.

To cast your vote for the 2014 NTIAs, click on the buttons below.

[Agents vote for suppliers](#)

[Suppliers vote for agents](#)

Austrian  
We fly for your smile.

**Austrian goes global.**

Austrian now also offers global fares for even more travel options. Check faresheets for details.

Europe from  
**1357 AUD\***

[www.austrian.com](http://www.austrian.com)

\*Net fare via EH/AP on half return basis.



**\$50 Coles/Myer voucher**  
for every passenger booked to  
South & Central America  
with Bunnik Tours.

Coles Group & Myer Gift Card

Fifty Dollars  
**\$50**

\*Terms and conditions apply.

**BunnikTours**

# Travel Daily

First with the news

Thursday 17th April 2014

Introducing a new world  
of entertainment options.

Now flying to Thailand and beyond.  
[www.thairways.com.au](http://www.thairways.com.au)

**EvergreenTours**  
A World of Discovery

## NEW 'STAR SHIPS' ARRIVE

EUROPE RIVER CRUISING 2015  
**OUT NOW**

[VIEW BROCHURE >](#)

**Call 1300 364 414**

## Sabre selling VA ancillaries

**VIRGIN** Australia's "extra leg room seats," prepaid baggage and unaccompanied traveller products are now available for sale via the Sabre global distribution system.

The enhancement was announced overnight, with VA joining other carriers including Qantas, Air NZ, Air France/KLM, Finnair and Lufthansa in offering ancillary products via the Sabre travel marketplace.

Shelly Terry, vice president of Supplier Merchandising for Sabre Travel Network, said the decision by Virgin Australia to offer the add-on products via Sabre shows the carrier's "long-term commitment to an open marketplace for air travel."

Terry said the sale of ancillaries via the GDS generates cost savings for both agencies and airlines, with travel consultants able to improve their efficiency and customer service levels by shopping and booking the extra products within Sabre.

Qantas also recently added some of its ancillary range to Sabre, Travelport and Amadeus, with all of the major GDSs now selling its Advanced Seat Selection product (**TD** 13 Mar).

## New ceo for Tourism Port Douglas/Daintree

**TARA** Bennett has been appointed as the new chief executive officer for Tourism Port Douglas and Daintree (TPDD), replacing the departed Doug Ryan.

Bennett has been with the organisation since 2007, most recently in the role of business development executive, and will take the opportunity provided by next month's Australian Tourism Exchange in Cairns to engage with the world's travel trade.

More appointments on **page 9**.

## 2nd Singapore Sofitel

**ACCOR** Asia-Pacific coo Michael Issenberg has confirmed the takeover of The Sentosa, A Beaufort Hotel, located on Singapore's Sentosa Island.

The 215-room property will be rebranded as Sofitel Singapore Sentosa Resort & Spa after a 12-18 month refurbishment.

**EvergreenTours**  
A World of Discovery

**FLY FREE TO  
EUROPE  
ALL CABINS  
ALL YEAR!**

EUROPE RIVER CRUISING 2015  
**OUT NOW**

[Click to View BROCHURE](#)

**Call 1300 364 414**

**DELTA** **australia**

BE ONE OF THE TOP 10  
SELLING AGENTS TO WIN A  
PREMIUM TRIP TO NEW YORK.

New York City Accommodation Sponsored By:  
**starwood**  
Hotels and  
Resorts

[FIND OUT MORE >](#)

Visit [virginaustralia.com/agents](http://virginaustralia.com/agents), call Delta Sales Support Center at 1 800 458368 or your account manager for more details.

Thank you for nominating us in 2014 NTIA!

**We love to have your vote!**

**Best Agency Support Service**  
**Best Sales Executive - Industry Supplier**



**air tickets**

**click to  
vote!**

we will love you forever

COME BEHIND THE

**SCENES**

Aloha Down Under 2014

CLICK HERE to register to attend  
our dedicated Hawai'i road show

**MELBOURNE  
SYDNEY  
BRISBANE**

Tuesday 6th May  
Wednesday 7th May  
Thursday 8th May

**HAWAII TOURISM**  
OCEANIA



**SWISS** FlexiFare with US/Canada add-ons for more stopover options.

**US/Canada add-ons:**  
Economy from \$150  
Business from \$500

A STAR ALLIANCE MEMBER



# Travel Daily

First with the news

Thursday 17th April 2014

**BREAKAWAY** International Travel Industry Club

**LAST DAY TO BOOK! VA Industry rates to Bali, Phuket & South Pacific! Book Online 24/7! Sales to 17APR14. Online price from \$249\* pp RETURN plus taxes**

\* Conditions Apply. Taxes approx. \$105\* - \$255\* pp.

**CLICK HERE for further details**

**Vanuatu**  
DISCOVER WHAT MATTERS

**YOU'RE INVITED TO OUR 'FUN & GAMES' QUIZ EVENTS ROADSHOW!**

**SYDNEY  
MELBOURNE  
BRISBANE**

**CLICK HERE TO REGISTER**

**Air Vanuatu**  
www.airvanuatu.com

## Home Valley opening

**WESTERN** Australia's Home Valley Station in the picturesque East Kimberley will reopen its doors to guests on 01 May for the 2014 season.

This year the property will offer two new tours, with the addition of a *Full Day Horseback Adventure* and a *Boat Fishing & Croc Spotting Safari*.

Home Valley Station is part of the Voyages portfolio, with accommodation at the working cattle station including the premium level Grass Castles, the Homestead Guesthouse Rooms and the safari-style Eco Tents.

The property is accessible via Virgin Australia's new four times weekly direct flights from Perth to Kununurra - more information on 1300 034 004.

## DriveAway lease deal

**DRIVEAWAY** Holidays has launched a Peugeot Leasing European Summer Special, with nine models "drastically reduced" for collections by 31 Dec including some 208, 2008, 308, 3008, 508 and 5008 variants.

For more information, call DriveAway on 1300 363 500.

## Gulf DMC 1001 Events targets Australia

**DUBAI-BASED** Destination Management Company 1001 Events has appointed Randall Marketing as its Australian representative.

Founded a decade ago, 1001 Events also has an office in Oman and offers a range of services including visas and transfers, touring, accommodation, entertainment and attractions admission.

Randall Marketing's offices in Hong Kong, Beijing and Shanghai already represent a number of Middle Eastern operations, as well as suppliers based in the Maldives and the Seychelles.

## Oaks to Mackay

**OAKS** Hotels & Resorts has announced the opening of its first property in Mackay, Qld.

Oaks Rivermarque Mackay will debut in Jul and will be the 21st Queensland property for the brand which is owned by Thailand's Minor Hotel Group.

It will have 138 hotel rooms, studios and self-contained one and two bedroom apartments.

## Window Seat

**NON-CARNIVOROUS** travellers can get some handy tips on where to eat from a website online at [veggie-hotels.com](http://veggie-hotels.com).

Launched in Germany a few years ago, the site is expanding its listings of vegetarian and vegan premises around the globe, with more than 500 hotels, spas and conference centres currently listed.

To be a member of VeggieHotels, operators must promise that they serve no meat or fish on the premises, with the group comprising a "platform that connects vegetarian and vegan guests and hosts worldwide".

"We believe there is a great difference between a kitchen which prepares only vegetarian meals, versus a kitchen which will accommodate vegetarian or vegan wishes, but otherwise processes meat and fish also," the blurb on the site reads.

VeggieHotels features six locations in Australia and three in New Zealand.

Nothing beats...

**15% Commission on all land\***

**+ BONUS 2% on air!\***

Nothing beats **Creative Holidays**

**FIND OUT MORE...**

Sean Simmons Travel Pty Ltd are very excited to announce that for the 2nd year in a row we have been nominated in TWO categories for the:

**2014 AFTA National Travel Industry Awards**

Our nominations are:

**Best Travel Agency – Corporate (Single Location)**  
**Best Travel Agency Manager – Corporate (Sean Simmons)**

To everyone who has travelled with us on our journey, we offer a heartfelt thank you. Please vote now to help us fly even higher!

**SEAN SIMMONS TRAVEL**

**CLICK HERE TO VOTE**

**PHILIPPINES TOURING!**

CEBU & BOHOL	EL NIDO
<ul style="list-style-type: none"> <li>6 day/5 night private tour</li> <li>Accommodation • Transfers</li> <li>Breakfast daily • Guide</li> </ul> <p><b>\$1,359* pp</b></p>	<ul style="list-style-type: none"> <li>6 day/5 night private tour</li> <li>Accommodation • Transfers</li> <li>All meals • Activities and tours</li> </ul> <p><b>\$2,285* pp</b></p>

For our full range of tours and hotels,  
**CLICK FOR MORE INFO**  
**OR CALL 1300 665 470**

It's more fun in the **Philippines**

**Freestyle HOLIDAYS**

\*Conditions apply. Freestyle Holidays is operated by Pinpoint Travel Group



Thursday 17th April 2014

## Quantum of the Seas to be China-based

**ROYAL** Caribbean this morning revealed its innovative *Quantum of the Seas* will homeport out of Shanghai after her inaugural winter season sailing out of Cape Liberty, New Jersey.

The groundbreaking vessel, which will debut in Nov this year, will reposition to China in May 2015 where it will operate year-round three- to eight-night itineraries to Japan and Korea.

"Every trend we are seeing in China tells us we can achieve real long-term competitive advantage and appealing returns on our investments in this fast-growing market by accelerating our presence there," said RCCL president Adam Goldstein.

He said Royal Caribbean's strong pipeline of new ships meant it could keep the New York region "supplied with "top-rate ships as well" - more in today's **TD Cruise Update** (click to subscribe free).

## Jetstar CIO to India

**JETSTAR'S** former chief information officer Stephen Tame has relocated to India to take up a similar role with low-cost carrier IndiGo Airlines.

IndiGo is India's largest carrier by market share, with Tame appointed as "chief advisor of IT" for the airline with a brief to transform its online capabilities over the next three years, according to *iTnews*.

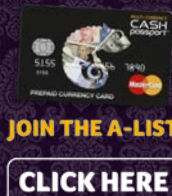
Tame left Jetstar last month and was replaced by Grainne Kearns.

## New Ryanair base

**IRISH** low-cost carrier Ryanair has announced the opening of its 68th base, with an aircraft to operate 86 weekly direct services from Cologne effective from Oct.

The services will operate from the German city to Dublin, London Stansted, Madrid, Riga and Rome Ciampino, supporting about 700 jobs and carrying more than 700,000 passengers a year.

**DON'T MISS THE LAS VEGAS SUPER FAMIL'!**



## Blue skies in the Red Centre



## Kalbarri upgrade

**WESTERN** Australian Environment Minister Albert Jacob today unveiled a \$7.7m enhancement to Kalbarri National Park, with the aim of boosting tourism in the state's mid-west.

Works include road upgrades and new facilities at popular visitor sites including lookouts, parking facilities, walking trails and toilets.

Over 300,000 people visit Kalbarri National Park annually.

**ABOVE:** One hump or two?

This group of camel-back travel agents recently experienced some of the highlights of Australia courtesy of the AOT Group's 2014 Mega Famil'.

The 12-day adventure took in breathtaking sights and activities across the country, with AOT grateful to its sponsors and supplier partners who made the mega famil' possible.

Lots more pics from the trip in Tuesday's issue of *Travel Daily*.

# Consolidated Travel is launching

# Quiktravel

Fares for all airlines displayed on a single page  
Click here to preview the **evolutionary** new system.  
Combining **Quikticket** and **Quikfares**.



Consolidated Travel Group

**Launch date  
14 April 2014**



## Aeromexico lifts LHR

**AEROMEXICO** has announced it will deploy a new Boeing 787 on its thrice weekly services from London Heathrow to Mexico City, adding 70 seats per flight.

## New report highlights 'flying visits'

**TRAVELPORT** has released new UK research which shows an increasing trend by long-haul business travellers to spend more time in the air than on the ground.

Based on departure figures compiled by the UK Office for National Statistics, the report showed that over the last year more than one million British corporate passengers made a round trip of more than 20 hours to their destination - where they stayed less than 12 hours.

Travelport said this equated to flight spending of over £3.4 billion (A\$6.1 billion) in order to conduct short meetings, with the "new trend" revealing the importance that businesses are putting on face-to-face get-togethers.

Key destinations for the trips were the USA (13%), Hong Kong (9%) and China (6%) - but the study also found that over 135,000 British business travellers flew all the way to Australia and spent less than 12 hours here - despite flying time in excess of 40 hours.

About a third of those surveyed said they had travelled to attend an important meeting, while 16% wanted to sign a business deal in person.

More than 270,000 made a 20+ hour trip in order to conduct a job interview or recruit someone.

The trend continued right through the UK economic downturn, with Travelport forecasting further growth in corporate travel as the European economy recovers.

"We can see there is huge value in face-to-face meetings to foster new relationships or sign deals, and UK business people are prepared to fly a long way when the stakes are high," said Travelport regional director UK & Ireland, Simon Ferguson.

He said that almost 50% of UK business travellers expect to travel more in the coming 12 months, adding that "despite the prominence of technology such as video conferencing, there is no substitute for being at that crucial meeting in person".

## Clock's ticking for TravelManagers



**TRAVELMANAGERS**  
personally yours



**THIS** group of TravelManagers recently undertook some training in the form of a time management mentoring seminar.

The session was conducted by Kim Mason - herself a personal travel manager - who is the author of *Tick Tock! Time Management for Mobile or Home Office Workers*.

**Pictured** mastering the art of time management are, front row from left: Antonella Damiano, Drummoyne; Michelle Nicholas, Warriewood; and Michelle Michael-Pecora, Castle Hill.

Back row: Jane Fowler, Elrington; Michelle Schulze, Grays Point; Lyn Tyson, Pymble; and Kim Mason, Cronulla.

## Baillie Lodges deals

**BAILLIE** Lodges is offering Cool Seasons Deals at its retreats which include Southern Ocean Lodge on Kangaroo Island, Lord Howe Island's Capella Lodge and Longitude 131° at Uluru.

Offers include a three night 'glamping' experience in the Red Centre from \$2,970ppts including all dining, premium beverages, airport transfers and a scenic helicopter expedition.

Southern Ocean Lodge has a stay 4, pay 3 offer from \$3150pp, while Capella Lodge's stay 7 pay 6 deal is priced from \$4200ppts including flights (**TD** Mon).

For details, phone 02 9918 4355.



# It's about beating the crowd.

With amazing fares to dream destinations, it pays to be early.

**Sale now on.**

Visit [qantas.com/agents](http://qantas.com/agents) or speak to your Qantas Account Manager.

**Your clients could win.**

Give your clients the chance to win two return Premium Economy tickets to Dubai, plus 4 nights at Atlantis, The Palm Dubai. Simply book any Qantas flight using an American Express® Card and register at [qantas.com/atlantis](http://qantas.com/atlantis) before 28 April.



Sale ends 11:59pm (AEST) 29 April 2014, unless sold out prior. Competition ends 11:59pm (AEST) 28 April 2014.



**IMPORTANT INFORMATION:** Promoter: Qantas Airways Ltd. Promotion period: 17/04/14 - 28/04/14. Eligible entrants: Australian residents aged 18 and over who are existing American Express® Cardmembers. Qantas flights: Qantas operated flight with QF flight number, for travel completed by 31/04/2015. Authorised under NSW Permit No. LTPS/14/02558, ACT Permit No. TP14/01185, VIC Permit No. 14/3841 & SA Licence No. T14/605. Full terms and conditions at [qantas.com/atlantis](http://qantas.com/atlantis). © Registered Trademark of American Express Company. Qantas Airways Limited ABN 16 009 661 901.





**ABOVE:** LATAM Airlines Group and the South America Tourism Office recently hosted these Aussie travel agents on a trip which explored the best of the Patagonia region.

Highlights of the trip included the Torres del Paine National Park in Chile, El Calafate and Bariloche in Argentina, and the spectacular Lakes Crossing between Argentina and Chile.

They're pictured during a mini-trek on the stunning Perito Moreno Glacier, back row from left: Jenny Gill, Harvey World Travel New Farm; Ian Mollison, Jetset Travel North Balwyn; Ruth Moon, Andrew Jones Travel;

Angela Meek, Bendigo Travel & Cruise Centre; Gary Hegarty, Pasadena Travel Services; Delfo Pelletti, South America Tourism Office and Dianne Doust, Broadway Travel & Cruise Centre.

Front row: Michelle Houston, LATAM Airlines Group and Olga Bardis of Bay Travel.

## Cooks VA renewal

**THE** International Air Services Commission has renewed Virgin Australia's Cook islands capacity allocation, with the carrier approved for 360 seats per week in each direction for a further five years from 09 Apr 2015.

## Delta chief for GBTA

**THE** Global Business Travel Association has announced Delta Airlines ceo Richard Anderson as one of the key speakers at its upcoming conference to be held in Los Angeles 26-30 Jul.

He will join United ceo Jeffery Smisek and US Transportation Security Administration head John Pistole as a Center Stage keynote speaker at the conference.

## SWISS allergy-free

**SWISS** International Air Lines has announced the introduction of a number of new products "designed to enhance the air travel experience for allergy sufferers".

Teaming up with the European Centre for Allergy Research Foundation (ECARF), SWISS will offer new lactose- and gluten-free food and drink options - including a lactose-free version of the popular SWISS chocolate bar.

First and Business class pax will be offered synthetic-stuffed pillows as an alternative to the down-filled version, while SWISS will also stop using decorative flowers and air fresheners that might cause nose and throat irritations in its cabins.

On-board toilets will also feature soaps that are gentler on the skin, with SWISS the first carrier in the world to meet ECARF criteria for 'allergy friendly' airlines meaning it can place the ECARF seal of approval on its service product range.

## Anastasia revealed

**APT** says its new *MS Anastasia* Russian river cruise ship (**TD Cruise Update** 08 Apr) will "redefine Russian cruising" once it debuts on 10 May 2015.

The vessel will feature five dining locations including "Indochine by Luke Nguyen" as well as an expansive sun deck, an onboard spa and a 24-hour tea and coffee bar.

70% of suites will have outside balconies, with APT gm marketing and sales, Debra Fox, saying *MS Anastasia* "takes luxury travel through Russia to a new dimension".

Itineraries include the 14-day *Russian Waterways* which journeys from Moscow to St Petersburg via the Volga, Svir and Neva Rivers - and trips can also be combined with a rail journey on the Golden Eagle Trans-Siberian Express from Vladivostok to Moscow.

More info 1300 196 420.

## Korea ferry disaster

**HUNDREDS** of people are still missing in Korean waters after a tourist ferry hit rocks and sank en route from Seoul to Jeju Island.

Almost 500 people were onboard, with many rescued but at least six people have been confirmed dead at this stage.

Jeju Island, also known as "South Korea's Hawaii," is one of the country's top domestic tourist destinations, with the vessel believed to have entered shallow waters after veering off course.

# VOTE FOR US

## DRIVE us HOME!

Woohoo! We are excited to be nominated AGAIN for the NTIA Awards in the category of Best Car/Campervan Rental Operator. We believe it's in recognition of our continued effort to supply the best products. Help us to the finalists stage by voting for us.



**VOTE FOR US**



**YOU CAN EARN AN  
EXTRA 2% COMMISSION**



WANT TO KNOW HOW? [CLICK HERE](#)

1300 362 844 | [res@tempoholidays.com](mailto:res@tempoholidays.com)

\*Conditions apply. Tempo Holidays Pty Ltd ABN 51 007331213, VIC License 31341



# Thanks for your nominations

last chance to vote for us today: Click here to vote

Best Tour Operator – International

Best Sales Executive – NSW & SA

[www.onthegotours.com](http://www.onthegotours.com) t: 1300 855 684





Thursday 17th Apr 2014

## Night under the stars

**AFRICAN** safari camp & Beyond Phinda Private Game Reserve in South Africa has launched a "night under the stars" experience allowing guests to sleep safely among the wildlife for the night.

The outdoor sleepout can be booked as an optional extra as part of a regular stay at the lodge.

**amadeus**

## Ticket Changer

Ch-ch-ch-changes  
in under 2 minutes with  
Amadeus Ticket Changer

[Click here for details](#)



amadeus.com

## BW adds in the Yarra

**BEST** Western has boosted its hotel presence in the Yarra Valley, adding the four-star Oscar's on the Yarra to its Victorian range.

The 20-acre property located in the Warburton wine region is located on the banks of the Yarra River and has been rebranded as Best Western Yarra Valley.

Featuring 22 rooms, the 1920s boutique property boasts preserved artefacts, modern furniture and vintage chandeliers.

## SYD/MEL/BNE growth

**ASIAN** markets have continued to drive strong passenger growth to Sydney, Melbourne & Brisbane Airports for the third quarter of the 2013/14 financial year, stats from the three gateways show.

Melbourne welcomed more than 1.9 million int'l arrivals for the first three months of the year, up 8% year-on-year, led by Singapore (+22%), Hong Kong (+20.6%) and China (+18.9%).

Strong inbound arrival numbers were noted from both Germany (+14.6%) and Canada (+13.5%).

Sydney recorded a 4.9% growth figure for int'l arrivals in the same period, driven by both capacity and load factor increases.

For the month of Mar alone, results were flat, with domestic & int'l figures moving only 0.1%, however ceo Kerrie Mather said figures were distorted due to the Easter holidays occurring in Mar last year opposed to Apr in 2014.

Further north in the Qld capital, Taiwan led the way with a 20% year-on-year jump in arrivals, followed by Hong Kong and China with 15% and 12% respectively.

Overall, BNE recorded a decline in arrivals, down 1.1% for Mar, however the Japanese market showed some resilience, exceeding 5,000 arrivals for the first time since 2010.

## Cable Beach riding for youth



**RIDING** 700kms from Albany to Perth, this team from Broome's Cable Beach Club Resort & Spa raised \$38,466 in the 2014 Hawaiian Ride for Youth to raise funds for Youth Focus, sponsored by WA property group Hawaiian.

Collectively, 80 riders undertook

the gruelling task and raised a total of \$1,877,573 for the charity, which works to assist in the prevention of youth suicide, depression and self-harm.

Two large groups, or pelotons, rode through the WA towns of Walpole, Pemberton, Busselton, Bunbury, Bridgetown, Collier and more before joining together in Mandurah for the final leg through to King's Park in Perth.

During the ride, the group stopped periodically to visit high schools and engage students in the issues in focus and the work & services Youth Focus provides.

**Pictured** above from left is the team of Sean Duffin, Ashley Arnold, Leah Pearson, John Monahan and Jennifer O'Brien with Hawaiian ceo Russell Gibbs.

## Lego Movie activities

**LEGOLAND** Malaysia will host a fun schedule of activities for kids in celebration of the success of *The Lego Movie*, in cinemas now.

To be held on the last weekend of each month, the activities will include treasure hunts, cupcake decorating lessons and Lego building competitions.

Legoland Malaysia is located in Johor, on the outskirts of KL and also accessible from Singapore.

## SEEKING A NEW ROLE WITH LEADING WHOLESALE TRAVEL COMPANY?



### CONTENT MANAGEMENT TEAM LEADER SYDNEY BASED

We require the services of a multi-talented individual to lead team performance over the responsibilities and activities of our Content Management Team.

#### WHAT WE OFFER:

- ✓ Competitive salary with incentive based rewards
- ✓ Generous allowance to spend across our range of travel brands
- ✓ A well-established, challenging, yet fun team environment

#### THE ROLE:

- ✓ Utilise team resources to deliver travel content solutions
- ✓ Identify areas and implement solutions to enhance the content loading process
- ✓ Coaching, mentoring and developing a team of customer service consultants to achieve key performance indicators

#### THE RIGHT CANDIDATE WILL POSSESS:

- ✓ Completed Certification in FIT 1 or 2
- ✓ Minimum 12 months experience in travel operations, preferably within a wholesale environment
- ✓ Exceptional communication and people leadership skills
- ✓ Demonstrable time management and problem solving skills

To apply, forward your CV and covering letter to  
[recruitment@globusfamily.com.au](mailto:recruitment@globusfamily.com.au)  
with the position title in the subject line by **30 April 2014**.

Candidates from recruitment agencies will not be accepted before this date.



## Your nominations mean the world to us

2014 NTIA Awards nominations:

- Best Domestic Airline
- Best International Airline
- Best Sales Executive - Industry Supplier (Felicity Allan, VIC)

Thank you for your ongoing support.

[Click To Vote](#)



## SITA mobile upgrade

**AVIATION** IT specialist SITA has upgraded its iTravel platform, which assists airlines to implement passenger booking and check-in apps for Android and Apple smartphones.

iTravel works with SITA's Horizon Reservations and Departure Control Services, used by over 120 carriers and ground handlers around the world.

It uses a SITA API, meaning that any changes to the smartphone platforms (such as an Apple iOS upgrade) are managed by SITA with updates made available to all users.

"Passengers want to use their mobile devices throughout their journey, and 76% carry a smartphone but usage rates for services such as check-in and booking, remain below 5%," said Alison O'Neill, SITA vp of passenger solutions.

Key issues raised by travellers list usability concerns, with SITA addressing this by "making iTravel as user friendly as possible".

O'Neill said the easy implementation of iTravel would enable airlines to have mobile as a "strong channel in their distribution mix".

## NCL redevelopment

**NEWCASTLE** International Airport in the UK is undergoing a £14m redevelopment of its terminal, with the aim of reshaping the airside experience for passengers.

The project includes new shops, restaurants, cafes and a walk-through World Duty Free store, with the airport's mission to be "the most welcoming in the UK".

# Travel Daily

First with the news

Thursday 17th Apr 2014

## New Dubbo tents

**TARONGA** Western Plains Zoo in the NSW regional city of Dubbo has introduced ten new African-inspired luxury lodges, just over two years since the experience first opened (**TD** 19 Mar 2012).

The move expands the capacity of Zoofari Lodge to 9,000 overnight guests annually, with each tent featuring a king-sized bed and a freestanding bath.

They sit on the edge of the zoo's African Savannah area where giraffe, zebra and eland roam.

**CLICK HERE** for details.

## Chobe Lodge website

**BOTSWANA** safari property Chobe Game Lodge has launched a new website, featuring a video documentary, images, blogs and stories on wildlife spotting - see [www.chobegamelodge.co.bw](http://www.chobegamelodge.co.bw).

## EY boosts Med flights

**ETIHAD** will increase capacity and boost frequencies on services to Athens, Greece and Larnaca, Cyprus from the beginning of Jul.

From 01 Jul, the Cypriot capital will be served five times weekly instead of the current three.

Athens frequencies will climb from daily to ten weekly, with the increase separate to new services already announced by codeshare partner Aegean Airlines due to start from 28 May, on which Etihad will also place its EY code.

# Long holiday seekers eye GC

**THE** Gold Coast has been identified as a popular destination for travellers seeking a "long" holiday of at least three nights in the next two years, according to the latest Holiday Tracking Survey data from Roy Morgan Research.

Opinions were largely varied, with the South-East Queensland destination claiming the majority of the vote, but only marginally.

The poll found 9% of Australians aged 14 and over (approx 1.7m people) would choose the Gold Coast for a leisurely longer break, while 8.4% selected Melbourne.

Queensland claimed three of the top five destinations in the study, with Tropical North Queensland, the Sunshine Coast and Hobart each polling over 5%.

The Whatsundays, Perth, Sydney, Brisbane & the Great Ocean Road rounded out the study.

"Although the Gold Coast's popularity has declined over the past decade it still retains

its crown as our most desirable domestic destination for a long holiday of three or more nights, ahead of short-break favourite, Melbourne," Roy Morgan Research international director of tourism, travel & leisure Jane Ianniello said.

Using its Helix Personas demographic profiling tool, Roy Morgan identified the highest market seeking a long Gold Coast holiday was the family sector, with 17% opting for the city.

## Jet delivery milestone

**AIRCRAFT** manufacturer Boeing is celebrating a major milestone, with its 8,000th B737 aircraft today rolling out of the factory.

The 8,000th unit of the world's best selling aircraft - a Next-Generation 737-900ER aircraft was delivered to United Airlines.

United was the first carrier to take delivery of a B737 and has operated every model ever made.



# SCENIC TOURS

The Ultimate Touring Experience

## SALES DEVELOPMENT MANAGER

We currently have a position available for Sales Development Manager to be based in Perth and will be responsible for managing our sales in Western Australia.

The role will suit an experienced travel industry sales professional with a minimum of 5 years sales development management experience, who has a passion for travel, likes to work autonomously, can manage his/her own "Territory" and enjoys working in a fluid and highly competitive industry.

### The successful applicant will be responsible for:

- Developing sales strategies to increase our network of travel agents;
- Growing sales revenue of all the products in the portfolio;
- Representing the Company at trade and consumer events;
- Managing specific sales and marketing projects as required;
- Contributing to a close knit, supportive Sales and Marketing team;
- Creating and maintaining relationships with industry and trade partners;

### The successful applicant will possess:

- A successful track record of achieving sales targets within previous role of SDM within the Travel industry;
- Demonstrated experience in providing professional and credible support to customers;
- Excellent relationship management skills;
- An analytical and creative approach;
- Confidence in presenting and training customers in product features and benefits;
- A passion for pursuing excellence in results;
- A commitment to the team and a desire to help others to be successful;
- Ability to undertake interstate and intrastate travel

We offer a competitive remuneration package, including laptop, phone and fully maintained vehicle; ongoing sales and marketing training programs; opportunities to access travel industry benefits; Supportive management and a positive working environment. Scenic Tours is a dynamic company with a great culture and a drive for success.

If you are interested and suitably qualified, please forward your covering letter and resume to Nicole Robertson at [employment@scenictours.com](mailto:employment@scenictours.com)

BECOME AN  
*Oahu Island Expert*  
AND RECEIVE A SET OF  
EARPHONES!

Click to complete our  
**'Papa Oahu Training Course'**

The Island of  
*Oahu*

HAWAII TOURISM  
OCEANIA



## New UA route

**UNITED** Airlines will launch a new US domestic route between Houston, Texas and Boise, Idaho. The CRJ700 flights will commence on 19 Aug.



## Visiting a Hanoi hot spot

**THIS** fortunate group looks very satisfied after a fabulous hosted lunch at Pullman Hanoi in Vietnam, which took place as part of a famil to Bangkok and Hanoi courtesy of THAI Airways, Creative Holidays and Accor.

They had lots of time to explore the Bangkok shops where they stayed at VIE Bangkok and Pullman King Power - in easy

reach of MBK, Siam Emporium, Platinum Mall and many more.

The visit in Hanoi was hosted by Mercure La Gare Hanoi.

**Pictured** front row from left are Michael Moutrie, Adriana Makarian, John Pirreca and Anabel Tarveran; back row with Pullman Hanoi staff are Janet Martin of TG, Saide Jebrine, Tara Sena-Becker and Lia Livingstone.



## FREELANCE TRAVEL CONSULTANT

- Flexible Hours – Work from home
- Earn commissions on 70/30 split
- Backing of the Australia's biggest sporting club (Collingwood FC)

The travel agency wholly owned and operated by the Collingwood Football Club has created a number of opportunities for experienced travel consultants to join our team as freelance consultants.

This arrangement would allow you the best of both worlds. You get to work in travel and share your passion and travel experience with your clients, but without the commitment and burden of working long hours, nights and weekends in a store. The best part being that the harder that you work, and therefore the more revenue that you generate, the higher your commission cheque will be each month.

Backed by a full travel agency model, you will have the accounting support, access to wholesalers and booking systems, ability to access to new leads and a soft phone access for you to answer inbound enquiries. The current systems used are Sabre and Sam.

You will also have the potential to be able to book client meetings in meeting rooms located at the Westpac Centre, if you desire.

If you are an experienced travel consultant who is looking to get away from the long hours required from high street / retail stores and manage your own time and working hours, then we would like to explore this opportunity with you.

Please send through a letter of interest outlining your experience and background, along with contact details to [careers@pieinthesky.com.au](mailto:careers@pieinthesky.com.au)



## Industry Appointments

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

**Travel Daily** has appointed former Disney Destinations director **Sean Harrigan** as Sales & Marketing Manager, with responsibility for a range of industry publications including *Travel Daily*, *Cruise Weekly*, *TD Cruise Update*, *Business Events News* and *Pharmacy Daily*.

The Travel Corporation has appointed **Madhvi Buch** as ceo of its US-based ground operator **Destination America**, which runs group trips in the US, Hawaii, Canada, Mexico, Costa Rica and South America.

**Andrew Nisbet** has been named as the general manager of **Hilton on the Park - Melbourne**. He moves from his previous three-year role as general manager of Hilton Queenstown and Kawarau Hotel. Taking over in Queenstown is **Christopher Ehmann** who most recently launched the new Hilton Sukhumvit Bangkok and DoubleTree by Hilton, Sukhumvit.

**Lydia Cornett** has taken on a new role as account director for the Australian and NZ markets for **Trump International Hotel Waikiki Walk** in Hawaii. Cornett was raised in the Hawaiian Islands and her career includes roles with Starwood and Marriott. She will visit Melbourne, Sydney and Brisbane as part of the upcoming 'Aloha Down Under' roadshow operated by Hawaii Tourism Oceania.

Deputy Prime Minister Warren Truss has named **John Fitzgerald** as the interim **Acting Australian Government Infrastructure Coordinator**, pending the appointment of a new ceo as part of reforms to make Infrastructure Australia more independent and transparent.

Abacus has appointed **Jeremy van de Klundert** as managing director of **Sabre Pacific**. He moves from his most recent Beijing-based role heading up North Asia operations for International SOS, and his career has also included senior positions with Travelport and Flight Centre.

**Jane Moggridge** has taken on a new role as Marketing Communications Manager for **Scenic Tours**.

Former Harvey World Travel marketing manager **James Brodie** has taken on a new role as marketing director for **Patterson Medical**.

**Qantas** has appointed **Sarah Jane Udy** and **John David Francis Morris** as its new Company Secretaries, following the resignation of Taryn Morton and Nawal Silfani at the end of last month. In the meantime, the carrier's General Counsel, Andrew Finch, has been acting in the role.

**Reinhold Johann** has been appointed as general manager of the upcoming **Pan Pacific Hotel and Serviced Suites** in Tianjin, China.

**Singapore Airlines** has reshuffled its Australian regional management team, with **Greg McJarrow** moving from Queensland into the role of manager NSW. **Jacki D'Antonio** will become SIA manager Qld, moving from Western Australia where **Alex Ng** has taken up the role of manager WA after the return of Richard Tan to Singapore. Previous SIA manager NSW/ACT James Dunne has left the carrier, moving to Rail Plus.

## Work from Home and Specialise in Cruising

- ▶ your own cruise website
- ▶ marketing done for you
- ▶ admin support & training
- ▶ cruise experts



**Find out More**  
[joincruiseholidays.com.au](http://joincruiseholidays.com.au)



## Mandarin Oriental meets the FBI



**GENERAL** managers from The Landmark Mandarin Oriental and Mandarin Oriental hotels in Hong Kong were in Australia recently, with FBI Travel getting the chance to meet the management of two of their favourite properties.

**Pictured** above from left are Willie Best, FBI; Danny Engelman, FBI; Jonas A Schuermann, Mandarin Oriental Hong Kong; Greg Liddell, The Landmark Mandarin Oriental Hong Kong; Peter Hessian, Mandarin Oriental and Mark Chaskiel from FBI.

## Mountain bike visitors

**NORTHERN** Territory Minister for Tourism Matt Conlan says the NT is now actively promoting to mountain biking enthusiasts to visit the region and try out newly opened world-class biking trails at Alice Springs Telegraph Station.

The 31km trail network was built at a cost of \$150,000 from the Country Liberals Govt and takes riders through a variety of famous scenic landscapes.

## Astoria in Holy Land

**HILTON** Worldwide will bring a new Waldorf Astoria property to Jerusalem, with the 226-room luxury hotel located on the site of the old Palace Hotel at the crossroads of the walled Old City.

Expected to open in 2015, the ten-storey property will also feature French and Italian restaurants & two indoor pools.

## Oman desert resort

**A NEW** 30-room desert resort is set to be opened by the Al Nadha Resort & Spa in Oman.

Dunes by Al Nahda will offer 12 VIP rooms, 12 VIP tents, meeting rooms & restaurant and will be the closest desert resort to Muscat.

## airBaltic gate to gate

**FROM** today, Latvian carrier airBaltic will allow passengers to use electronic devices throughout flights right from take-off through to landing, as long as they are put into "airplane mode".

## FLIGHT CENTRE® The Airfare Experts

Experienced Travel Consultant - Group Travel Specialist  
Melbourne & Surrounds

Are you an experienced Travel Consultant looking to take the next step in your career? Flight Centre has an exciting opportunity for a **Group Travel Expert!**

You will arrange all aspects of group travel management from conferences, educational and event travel for groups of 10 to 400! This role will present you with a **diverse clientele** as you take on responsibility for a range of bookings whether it is a conference, corporate incentive, sporting body, special interest, or even a large family group.

In return for your hard work, you'll receive an **attractive base salary plus uncapped potential earnings** and a huge range of benefits we can also offer you long-term career prospects as well as exciting global opportunities!

**Apply Now at: [Applynow.net.au/jobF163921](http://Applynow.net.au/jobF163921)**

**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).

**Postal address:** PO Box 1010, Epping, NSW 1710 Australia  
**Street address:** 4/41 Rawson St, Epping NSW 2121 Australia  
**P:** 1300 799 220 (+61 2 8007 6760) **F:** 1300 799 221 (+61 2 8007 6769)

Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of Travel Daily no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

## Travel Daily

First with the news

Thursday 17th Apr 2014

## New AirAsia routes

**MALAYSIAN** low-cost carrier AirAsia has added three international routes from its regional hub at Johor Bahru in south Malaysia.

The new destinations are Lombok and Yogyakarta in Indonesia, as well as Ho Chi Minh City in Vietnam.

AirAsia now operates routes to 14 destinations from Johor Bahru - 8 within Malaysia and a further six international ports, with more to be added in the future.

## Hapag-Lloyd program

**HAPAG-LLOYD** Cruises has released its 2015-16 Expedition Cruises brochure, offering 11 "adventurous and enriching itineraries" on board the luxury *Hanseatic* expedition cruise ship.

Cruises will take in Antarctica, Chile, Greenland, the Arctic and the Amazon, with voyages ranging from 15 to 20 days.

*Hanseatic* carries a maximum of 175 guests, has a low draught and the highest ice class possible for passenger ships, allowing it to travel to previously inaccessible destinations.

Trips operate in both German and English, with menus, lectures, announcements and zodiac tours all conducted in English - details at [www.hl-cruises.com](http://www.hl-cruises.com).

## WIN A TRIP TO PNG TO DO KOKODA

To coincide with the launch of PNG Tourism's new Kokoda campaign and website 'Do Kokoda', this month **PNG Tourism, Air Niugini & Back Track Adventures** are giving you and a friend the chance to trek Kokoda during the 100th year anniversary of the ANZAC.

Thousands of people walk in the footsteps of heroes on Kokoda each year through the jungles of the Owen Stanley Ranges in Papua New Guinea, our closest neighbours and allies.

### The prize includes:

- Back Track Kokoda trek package for two including flights.
- 2 x return economy flights between Australia and Port Moresby with Air Niugini.
- 10 night/11 day package - 2 nights accommodation at Holiday Inn Port Moresby and 8 nights at Kokoda Track camping
- Total Prize Value: \$11,000

Each day **Travel Daily** will ask a PNG-related question - just read the issue and email us your answer. There will be 19 questions in total. 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 incredible experience.

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

Click here for terms & conditions of the competition.

## Q.13: True or False? Back Track Adventures provide an Australian Trek Leader on all Kokoda treks.



**Advertising and Marketing:** Christie-Lee Lachance, Lisa Martin and Magda Herdzik  
Email: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)  
**Business Manager:** Jenny Piper  
Email: [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

Part of the Travel Daily group of publications.

**Publisher/Managing Editor:** Bruce Piper  
**Editor:** Guy Dundas  
**Assistant Editor:** Matt Lennon  
**Contributors:** Jenny Piper and Barry Matheson  
Email: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)







## **WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS**

### **\*\*JOB OF THE WEEK\*\***

#### **CONF AND EVENTS BUSINESS DEVELOPMENT SYDNEY SALARY TO \$80K PLUS BONUSES**

Do you know how to hit the ground running and make your mark on securing new event business? This fantastic new role is a great opportunity to get ahead with a market leader. Your experience in event/corporate sales has given you the skill in developing leads, creating unique proposals building relationships and signing up valuable new business. A great opportunity with a company that offers career development, and ongoing training.

### **\*\*NEW ROLE\*\***

#### **DIRECTOR OF SALES - EVENTS SYDNEY EXECUTIVE SALARY PACKAGE**

Combine your high level sales skills with your strong Events background to take the next step into this Director role. Overseeing a team of operations and sales managers, your key strengths will include strong connections within the MICE space, the ability to win and nurture top clients as well lead and motivate a team to succeed. This is an amazing opportunity for an experienced Events Sales Manager to take the next step in their career, Top salary and bonuses on offer.

#### **6 MONTH CONTRACT IMPLEMENTATION SPECIALIST SYDNEY - SALARY PACKAGE \$\$\$**

Do you understand client needs within the online space and have the ability to determine what solutions will provide value while helping achieve the proposed solution accordingly? Are you able to manage multiple responsibilities and deliver detailed and high level product demonstrations, training and coaching tailored to specifically capabilities to solve the prospect's critical business issues? Call today for a confidential chat.

#### **MAKE AN IMPACT TO CLIENT ACTIVITY CORPORATE ACCOUNT MANAGER X2 SYD & PER - EXECUTIVE SALARY PACKAGE**

Join a name you can trust with a portfolio of interesting top level clients to manage. Create impeccable service standards delivering over and above to your clients on a daily basis, Your knowledge of corporate travel account management account strategies will be required for these high value clients along with your negotiation skills to be able to offer solution and formulate reporting requirement. These are rare roles, ring today for a confidential chat

#### **WOW, WHAT AN OPPORTUNITY WHOLESALE TEAM LEADER SYDNEY-SALARY PACKAGE \$75K ++**

Are you tired of working within a hostile team environment? Move your career to the next level and see you career go further. Coming on board as the Team Leader you will be driven, motivated and have a maturity to be able to handle this role running the operational requirements of the Inventory team. Strong inventory experience is essential for this role along with previous supervisory knowledge

### **SUPPORT THE TEAM**

#### **TEAM LEADER / MANAGER MELBOURNE & PERTH- SALARY PACKAGE TO \$85k**

Use your strong management skills when you join these forward thinking organizations today. Working as a hands-on manager you will be required to handle a small portfolio of business and drive the team to perform at their peak ensuring customer satisfaction is achieved gaining solid client retention. With your background in corporate travel and management you will know how to build a successful team environment

#### **HIT THE HEIGHTS OF INDUSTRY SALES INDUSTRY SALES EXEC X 2 SYD /VIC- TOP SALARY**

Choice is a wonderful thing, and currently on offer for experienced sales execs who have worked on the road. You understand your objective of driving increased sales through relationships and reliability and have runs on the board. We have two roles available now with three very successful travel organizations that both provide vital products to the travel industry. Great package plus extras on offer, ring to find out more today.

### **SET WAVES CRASHING**

#### **OPERATIONS MANAGER (CRUISE) SYDNEY - SALARY PACKAGE \$65**

Are you currently working for a cruise line or cruise specialist in a leadership role? This is a rare vacancy for a cruise manager to join a leading travel organization. As an Operations Manager your skills & experience will be drawn upon to shape the future of the business as it grows. You'll need experience managing a team, implementing procedures and have hands on cruise consulting experience.

## **AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

**CONTACT OUR NATIONAL TEAM TODAY ON: 02 9231 2825**

**OR EMAIL YOUR CV TO: [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)**

**FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE**

**[www.aaappointments.com/aus](http://www.aaappointments.com/aus)**



# DESTINATION EUROPE

***Book Now! Earlybird ends 30 April 2014***



**Discover Europe in 2014  
at your own pace  
in a brand new Renault**



**FULLY INCLUSIVE OFFER**

**FULL VEHICLE INSURANCE WITH NO EXCESS IN 42 COUNTRIES  
Driver's age 18+**

**RENAULT** 2014  
**EURODRIVE**  
Travel with peace of mind

*For more information, please contact*

**☎ 1300 55 11 60**  
**[www.renaulteurodrive.com.au](http://www.renaulteurodrive.com.au)**

**DRIVE THE CHANGE**





Presents

# SNEEZING BABY PANDA

Click here to watch the preview



and register for your **FREE** tickets



**EVENT**<sup>TM</sup>  
C I N E M A S

## Join us for a sneezingly good time.

In recognition of your support I wish to invite you and your family to an exclusive screening of the new movie "Sneezing Baby Panda".

Enjoy the movie, laugh with the kids and munch on popcorn as our guest. Simply click below to register and we have your tickets.

*Helen Wong*

**Date:** Sunday, 18 May 2014

**Movie session time :** 10:30 AM

**Venue:** Events Cinema,  
George Street, Sydney

**Hurry, tickets are strictly limited. Don't miss out!**

A  
QUARTER  
OF A  
BILLION  
PEOPLE  
CAN'T BE  
WRONG!

**CLICK HERE**



# Customers. Opportunities. Challenges. Rewards.



## REGIONAL SALES MANAGER

We are looking for an experienced Regional Sales Manager for the profitable achievement of sales objectives associated within an assigned region. Reporting to the National Sales Manager, this position requires the management of all aspects of running an efficient sales team, including hiring, supervising, coaching and motivating direct sales reports.

### You will have a number of specific responsibilities including:

- Positively impact the performance and activities of sales team members with consistent development, implementation and management of field support tools
- Proactively monitor sales activity ensuring that the quality and quantity of sales activity meets with company expectations
- Ensure key account strategies align with field force tactics
- Build, develop and maintain relevant networks and relationships with retail state managers and travel industry professionals, identifying opportunities for value creation
- Direct and support the consistent implementation of company sales initiatives

### Skills and qualifications:

- Proven track record in achieving and exceeding sales targets
- Over 5 years' experience in a B2B or B2C sales environment, preferably but not limited to, the travel or tourism industries
- Tertiary qualifications in business, sales, marketing or tourism
- Demonstrable use of a CRM or sales territory management systems
- Salient examples of personable skills including team building, negotiation, persuasion and conflict resolution

## TO APPLY

Forward your CV and covering letter to [recruitment@globusfamily.com.au](mailto:recruitment@globusfamily.com.au) with the position title in the subject line by 02/05/14.

Candidates from recruitment agencies will not be accepted before this date.





2014

# afta National Travel Industry Awards

The Hordern Pavilion, Moore Park ► Saturday 19th July 2014

Hosted by media personality Andrew Daddo

Sponsored by Sabre



## MAJOR SPONSOR



## GOLD SPONSORS



## SILVER SPONSORS



afta

**NATIONAL TRAVEL  
INDUSTRY AWARDS**

For more information  
w [www.afta.com.au/AFTANTIA](http://www.afta.com.au/AFTANTIA)  
e [ntia@afta.com.au](mailto:ntia@afta.com.au)  
t 02 9287 9900

## MEDIA SPONSOR



## AFTA PARTY SPONSOR

