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Coral Princess sale

A 90% stake in Coral Princess Cruises has been sold to Singapore-based Kallang Capital Holdings (**Cruise Weekly** breaking news), which plans to make significant investments in the company's fleet and products.

Founder Tony Briggs remains a director and minority shareholder of the company, while the existing Cairns-based management team will also remain in place.

All existing trade relationships and commitments will continue unchanged, he added.

Kallang md Paul Chacko welcomed the opportunity to invest in the "globally recognised and respected operator," with the first initiative under new management being the refurbishment of the 44-pax *Coral Princess II* to include quieter engines and upgraded amenities.

More details in today's issue of **Cruise Weekly**.

Today's issue of TD

Travel Daily today has six pages of news & photos, a front cover page for **JITO** plus full pages from: (**click**)

- AA Appointments jobs
- Atlantis the Palm in Dubai

Emirates A380s to Perth

EMIRATES will be the first airline to operate the Airbus A380 into Western Australia, with the carrier this morning revealing it will upgauge one of its three daily flights between Perth and Dubai to a superjumbo operation.

The change from the existing 777-300ER service will boost capacity by 1,834 seats per week, with Emirates divisional senior vice president Barry Brown saying the move reflects the importance of Australian customers.

"For business and leisure travellers the Dubai-Perth route is a popular choice, and our new Emirates A380 service will be instrumental in helping the airline meet this growing passenger

demand as well as deliver substantial economic benefits through travel connections and inbound seats," Brown said.

The expansion is effective from 01 May, with Perth becoming EK's fourth Australian A380 port alongside Sydney, Brisbane and Melbourne.

Emirates has taken delivery of one A380 per month over the last year, in the process adding ten new superjumbo destinations: Barcelona, Zurich, Gatwick, Mumbai, Dallas, Kuwait, Frankfurt, San Francisco, Milan and Houston.

The new Perth A380 service will operate daily as EK420 departing Dubai at 0255, arriving into Perth at 1735 on the same day.

The return EK421 will depart Perth at 2210 daily, arriving into Dubai at 0525 the next morning.

BYOD for IHG

INTERCONTINENTAL Hotels Group has announced the deployment of a new "Bring Your Own Device" system at Crowne Plazas in Melbourne, Canberra, Coogee Beach and Terrigal as well as the Holiday Inn Potts Point.

The system allows guests to show content from personal devices on in-room smart TVs.

Win an iPad from JITO

JITO is offering a prize of an iPad mini to a lucky travel industry person who joins the community at www.jito.co and "likes" JITO on Facebook or Instagram - for details see the **cover page**.

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Tuesday 16th December 2014

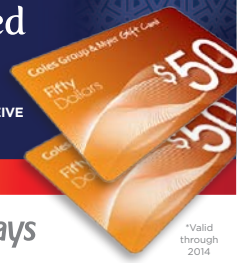
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Nov QF loads improve

QANTAS recorded a group revenue seat factor of 79.4% during Nov, up 2.8 points.

According to the carrier's traffic figures released this morning, yields improved for the third month running, with improvements in Qantas and Jetstar domestic, QantasLink and QF international - however passenger numbers were down.

In particular, domestic mainline traffic slumped 8% to 1.323m, while passenger numbers on international flights dipped 2.7% year-on-year to 457,000.

QantasLink scheduled services picked up some of the slack in the domestic market, up 16.4% to 523,000 passengers.

Jetstar domestic services carried 1.043 million passengers, up 5.6% on Nov 13, while Jetstar international numbers were stable at 395,000 for the month.

Singapore-based Jetstar Asia saw a hefty 13.2% decline in passenger numbers to 310,000.

BYOjet to focus on online

HELLOWORLD associate member BYOjet yesterday announced its intention to exit traditional retail stores, with the move following the firm's recent merger with listed Disruptive Investments (**TD 24 Sep**).

BYOjet currently has outlets in Cairns, Hervey Bay and Townsville in Qld, along with Darwin in the NT and Chadstone in Vic, with an ASX update yesterday confirming it will be "selling or closing down its bricks and mortar retail stores".

Group ceo Lenny Padowitz said the strategic decision is a result of the "ever growing success of the BYOjet websites in Australia and New Zealand," as well as the recent launch of the company's JETMAX white label solution, the acquisition of online hotel site check-in.com.au and the launch of a Singapore operation.

He said moving out of bricks and mortar "will allow JETMAX to

focus on the areas where it can deliver the best outcomes for its clients".

JETMAX combines a user friendly travel search engine with full back office accessibility, ongoing training and 24 hour customer support "giving any sized travel company the tools to compete online," Padowitz said.

BYOjet will also be launching several new innovations in flight bookings as well as a new hotel website early in 2015, he added.

A spokesperson for Disruptive Investment Group said the disposal of the retail outlets was consistent with the company's business plan.

"This represents a much more scalable future for the broader business group," he said.

Helen Wong's 15/16

HELEN Wong's Tours has unveiled a "refreshingly modern" 2015/16 brochure, with the new look program featuring a series of photos taken by famous Aussie photographer Ken Duncan during two recent Helen Wong's trips.

Group tours have also been renamed as 'Valued Journeys' while premium group tours are now branded 'Premium Journeys'.

The China program features "Helen's Choice" bonus inclusions worth \$345 per person on a 12 day China Discovery trip, while another "stand-out" feature is the inclusion of guaranteed accommodation - 1300 788 328.

Astor bought by CMV

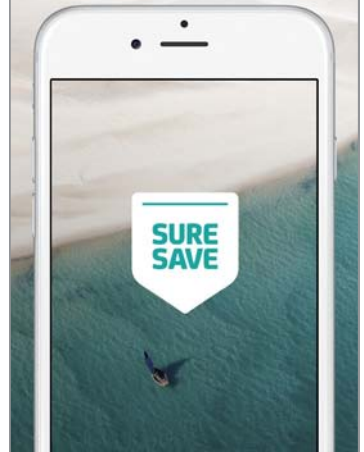
CRUISE & Maritime Voyages has taken ownership of the 620-passenger *MS Astor*, which arrived in Fremantle last weekend.

The ship was already operating under a long term charter to CMV from the previous owner which declared bankruptcy last month.

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Intrepid sales restructure

INTREPID Group has announced a big change to its sales team, with each of its business development managers to now represent all of its brands in Australia and New Zealand.

The company says the change will see "the launch of the largest small group adventure sales team...with 20 BDMs working across the region".

Brands covered include Adventure Tours Australia, Geckos Adventures, Dragoman, Intrepid Travel, Peregrine, Peregrine Reserve and Urban Adventures.

Previously, each BDM had been representing one, two or three of

the brands, and the restructure to an all-inclusive Intrepid Group approach means they will have the ability to see industry partners more often because they will manage smaller geographical regions.

Intrepid regional director Pete Rawley said the change would see the company provide an "unmatched agent to BDM ratio within the travel industry."

"This transformation is based on the Intrepid Group's commitment to being a customer obsessed business and delivering on our purpose of providing the best travel experience ever," he said.

Rawley said the restructure followed strong feedback from industry partners that they understand the various brands, and would prefer to have one Intrepid Group representative rather than work with multiple brand-specific BDMs.

"We are confident this move demonstrates our commitment to our travel industry partners and will continue to highlight our diverse and unique small group adventure product range," he said.

NZ global pax jumps

INCREASES in passenger numbers were recorded across the Air New Zealand network for the month of Nov, according to new official stats from the carrier.

Group-wide, the airline saw a 3.1% overall improvement in pax numbers, up to 1,090,000 overall.

Broken down by region, Asia & Japan was the best performing with a 7.7% year-on-year spike.

Capacity in this market also shot up 12.9%, leading to a 3.5% fall in average load factors to Asia.

MEANWHILE, Air New Zealand has commenced 787-9 services to Shanghai, with NZ's all-black jet touching down at Pudong Int'l Airport yesterday morning.

Data key for Expedia

ANALYSIS of Expedia's "terabytes" of information about traveller booking behaviour is being put to good use in driving the evolution of the company's booking systems, according to ceo Dara Khosrowshahi.

Speaking at last week's Expedia Partner Conference in Las Vegas, Khosrowshahi highlighted a range of initiatives including a new "scratchpad" which allows users to store their searches and then access them on different devices.

He said previously moving from PC to iPad or smartphone meant previous search details were lost.

In 2015 the scratchpad information will be used to power a "real-time" personalised travel ticker highlighting special offers related to a user's interests.

Mobile is also a key focus for Expedia, with the increasing affordability of smartphones and tablets driving huge adoption and changing customer behaviour.



Window Seat

DUBAI is well known for its massive array of shopping, but electronics giant Sony has taken it up (or down) a level by launching what's claimed to be the world's first underwater retail outlet in the emirate.

The pop-up shop located off the coast of "Lebanon Island" - part of The World archipelago about 4km from Dubai - had phones, tablets and accessories on display in an airtight box which was only accessible by customers wearing snorkelling or scuba gear.

The temporary underwater store was actually a marketing stunt for Sony's waterproof Xperia Aquatech range.

GERMANY'S reputation for engineering excellence is continuing to take a battering, with the operators of the new Berlin Brandenburg Airport now confirming it won't open until "the second half of 2017".

Originally scheduled for a 2011 debut, the project has been repeatedly delayed, with ceo Hartmut Mehdorn announcing the new date on Fri.

"We are determined to complete the project...we want the airport to fly," he said.

Unfortunately his credibility has been somewhat undermined by the fact that he suddenly resigned yesterday, citing "speculations about his person" that had "exceeded tolerable levels".

He'll stick around until 30 Jun 2015 at the latest while a successor is sought.

QF SYD traffic waiver

QANTAS is allowing passengers to change tickets for flights ex Sydney without charge, due to ongoing disruption of traffic in and out of the city's CBD after the Martin Place terrorist incident.

The waiver, valid to 22 Dec, allows rebooking, rerouting, new destinations or retention of tickets in credit, for QF (081) tickets issued on/before 15 Dec.

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Travel Daily on location in Las Vegas, Nevada

Today's issue of TD is coming to you courtesy of Las Vegas Tourism, which is hosting a five star famill in the lead-up to the opening of the new LAX Qantas First Class lounge this week.

ALTHOUGH most visitors head to Vegas for the parties, entertainment and of course shopping, these days there is so much more on offer for visitors to keep them busy.

For car enthusiasts there are plenty of experiences to be had.

At the Las Vegas Speedway, options on offer include a hot lap riding shotgun in a NASCAR, or for the more adventurous you can drive the pure American muscle round the circuit yourself.

Or drive your dream car round the racetrack - from Lamborghini to Corvette - you name it, they will have it.

Las Vegas has a full events calendar with something for everyone - cuisine, rodeos, fine art exhibits and music festivals.

The 'Life is Beautiful Festival' runs every year in the revitalised Fremont downtown precinct for three days at the end of Oct.

This music festival is spread over 15 city blocks and also showcases art, learning and food, attracting top chefs, inspirational speakers and an amazing lineup of street artists, plus performers such as Kanye West & The Foo Fighters in 2014.

And there are lots of day trips to get you out of town and seeing the amazing natural beauty of the desert - visit the Grand Canyon by road or helicopter!

Domestic traffic flat

SLIGHTLY more than 5.5 million passengers were carried on Australian domestic services for the month of Oct, according to new government figures showing a increase of 0.3% year-on-year.

Capacity was carefully managed by airlines over the month, down 0.4%, sending average load figures higher & just short of 80%.

Routes recording the greatest increase in patronage included Ayers Rock to Sydney, up 25.3%, while the biggest drop was noted on Newman to Perth at 16.6%.

Eels V Panthers in NT

NORTHERN Territory Chief Minister Adam Giles says he is hoping another big crowd travels to the NT for the second year of the Parramatta Eels' NRL four-year agreement with the NT Govt.

The official season draw released yesterday will see the Eels take on the Penrith Panthers at Darwin's TIO Stadium in Round 22.

Giles added the clash would be another good opportunity for the 'Do the NT' tourism campaign to make an impact on NRL fans.

Rail booking window

BOOKING horizons for a range of European high speed train routes have been extended to up to 120 days, with the new deadlines available through all Rail Europe GSAs.

Effective immediately, France-Spain services can be booked 119 days ahead, TGV Alleeo France-Germany services and the Lille-Geneva route can be booked up to 120 days in advance.

France-Italy day trains are also now bookable for travel from 30 Mar-11 May 2015 inclusive.

DAILY FROM MELBOURNE



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Practical training for specialists



LUCKY graduates of the Vanuatu Tourism Office's online training program found themselves seeing first-hand many of the places and properties covered during a recent famil to the holiday island.

The group of 22 all won their spots by completing the course on www.vanuatuspecialists.com.au.

Over the course of a week and led by the VTO, the group first explored the diversity of Port Vila before splitting into two groups, one heading to Tanna and its imposing, exciting, yet sometimes

rumbling volcano Mount Yasur.

The other half ventured to Port Olry to swim in one of the famous blue holes at Champagne Beach.

Together, both groups saw the vast array of holiday offerings available in Vanuatu, inspecting several properties and seeing the options for families, adventure enthusiasts and loved-up couples.

VTO says a new incentive will run in 2015, with agents encouraged to get in with a shot by also completing the training.

The group is **pictured** above.

Senior Travel Consultant (Retail) - Perth

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Falling oil helps profit

AIRLINES globally are expected to record significantly stronger profits for 2014 and 2015 on the back of falling oil prices, with IATA improving its profitability outlook.

The global airline association says the prior profit forecast of US\$18b in Jun now looks set to surpass \$19.9b globally and could rise to a whopping \$25b next year.

After inflation is factored in, pax could also benefit next year with lower airfares (excluding tax) now expected to fall by 5.1% on 2014.

The Asia-Pacific region is tipped to be one of the world's strongest, with profits forecast to jump from US\$3.5b to \$5b - a 2.2% uplift.

Taj Mahal e-ticketing

LENGTHY queues to enter the Taj Mahal in India could be a thing of the past from Christmas Day, with new online e-ticketing systems set to be launched.

The Archaeological Survey of India says the initiative is likely to curb unscrupulous ticket scalpers by customers simply bringing the e-tickets and proof of identity.

Initially, the service will launch on a trial basis, with feedback monitored with a view to adding the functionality permanently.

Starwood expands W

W HOTELS has made its debut in Colombia, with the W Bogota becoming the 46th property in the upscale brand worldwide and third in Latin America.

The W Bogota offers 168 guest rooms and suites with views of the mountain range and a variety of restaurants and bars.

VA encourages kids to aim high



A GROUP of talented Indigenous high school students and their families spent time with some inspirational mentors from the entertainment industry recently in a unique setting at 30,000 feet.

Virgin Australia partnered with the Australian Indigenous Mentoring Experience (AIME) to host the first ever Sky High Mentoring Session on a dedicated flight departing from Sydney.

The Voice 2014 contestant Lionel Cole, Channel V presenter Danny Clayton and Triple J Indigenous Music award winner Phillip Murray (Philly) spent time with the kids, encouraging them

to dream sky-high and never quit.

Piloting the special departure was Indigenous pilot Kali Belleair, with Shell donating fuel, landing fees waived by Sydney Airport and crew volunteering their time.

Some of the young Indigenous entrepreneurs of the future are **pictured** above with the VA crew following the Sky High session.



AFTA UPDATE

The latest updates from AFTA's Chief Executive, Jayson Westbury

I AM sure everyone in the travel industry has been overwhelmed by the events in Sydney's Martin Place as we have all watched in horror as this siege has unfolded in the last 24 hours.

An event of this magnitude and of such an aggressive nature is something that Sydneysiders and indeed Australians have never really felt. Yesterday, Monday 15th December, was a day that will not be forgotten for a very long time.

Indeed AFTA did evacuate the office mid morning as we are located in the Sydney CBD on Pitt Street and this seemed to be the sensible thing to do. While it was a precautionary measure it is clear it was the right decision and one which many other businesses in Sydney took yesterday as there was no confident indication as to what might happen next.

As it has turned out the siege that brought Sydney to a standstill has ended tragically with the loss of two innocent lives and the death of the man responsible.

Worldwide news outlets have followed this event and I have reached out to many of our global travel industry colleagues over the past hours to reassure them that Sydney and Australia remains open and ready for business and that while this event has had a tragic ending, Australia remains the same wonderful place it was at the start of the day.

No doubt this story will fill our airwaves and TV screens for several more days as we lead into the Christmas period and holiday season and this adds to the sadness of this event as it has come at an important time for many Australians.

It is clear from the reports issued today that this was a single person acting alone and that it was not a coordinated action by many.

This is comforting to us all as we need to return to our daily lives and activities and move forward. This is not in anyway disrespectful to those lives that have been lost, but it is something that our society must do.

I have walked past the site upon which people are laying flowers in Martin Place this morning and there is a quiet sadness all around. People are talking to each other and comforting each other in a way I have never experienced in Sydney; strangely this event may bring Sydney closer to itself which might be a good thing for the city.

Our hearts go out to those families impacted by this event and our deepest of sympathies to the families and friends of those whose lives have been taken so tragically.



Back in bed with Bali

AUSTRALIA'S love affair with Bali is firmly back in business, with year-to-date arrivals through Nov 2014 increasing 18.5% year-on-year, according to govt figures.

The first 11 months of the year saw just short of 894,000 Aussies arrive on Balinese shores, with this market holding a 26.2% share of the island's foreign business.

According to the govt, 2015 is shaping up to be stronger still, with new flight routes beginning and the removal of visa-on-arrival fees taking effect from Jan.

Scooting around NZ

THRIFTY Car Rental has added EURO 50 49cc scooters to its rental vehicle inventory at its two outlets in Picton, New Zealand, with vehicles available on a trial basis from today to Apr 2015.

Priced from NZ\$52 per day, the scooters are available to anyone holding a full driver's license.

The trial's results will determine whether scooters are kept in the range both in Picton and at other locations in NZ, Thrifty stated.

Jamala Wildlife Lodge

THREE African-inspired luxury tents have been unveiled at Canberra Zoo as a new accom offering inside the zoo grounds.

Dubbed the Jamala Wildlife Lodge, the new accommodations will allow visitors to enjoy an up-close experience with wildlife in a safe environment, the zoo said.

Bookings for the three lodgings are open for stays commencing from 19 Dec, with lodge revenues being contributed to the zoo's endangered animal programs.

Hamilton's new ICON

APPROVAL has been given by Economic Development Queensland for the construction of a new \$650 million multi-tower luxury hotel and residential development in north Brisbane.

The ICON precinct on Hercules Street in Hamilton will be funded privately by Wentworth Equities and will feature a 227-room five-star hotel and retail options along with 567 residential apartments.

Four towers connected by a sky bridge will make up the project, which will also feature conference, function and restaurant facilities and podium-level public spaces.

No dates have been set yet for the start of construction, completion or formal opening.

Agents explore Euro highlights



EUROPE was just a tad sweeter than usual for this group of Aussie agents on an APT famil trip recently, with a chocolate-themed walking tour of Cologne enjoyed as a Freedom of Choice option.

The luxury tour operator hosted the group to a week sailing from Nuremburg to Amsterdam as part of a sample of its Magnificent Europe river cruise itinerary.

Further Freedom of Choice tours included the Romantic Road to Rothenburg and an afternoon

exploring the colourful flower markets in Amsterdam.

APT Signature Experiences on offer during the trip included a visit to a local wine festival in Kitzingen, a tour of the quaint village of Miltenberg and more.

The group were also brushed with royalty in Germany as Princess Heide von Hohenzollern of Andernach opened the doors to 14th century Namedy Castle for a banquet in the Hall of Mirrors.

Pictured above in Rothenburg's Market Square from left are Pip Turner, Experience Travel & Cruise; Brett Walker, Cruise Travel Centre; Sam Rubino, helloworld Waverley Gardens; Nadia Nasello, APT; Doug Melhuish, Holiday World; Heidi Gardener, helloworld Albany Creek; Brody Jackson, helloworld Knox Westfield; Fiona Potter, Travel Superstore; Liz Levy, Diploma World Travel & Cruise and Mary-Ann Spring, helloworld Bunbury.

AI Dreamliner delivery

OPERATIONS between Delhi and Birmingham will be ramped up from four weekly to daily after Air India took delivery of its 18th Boeing 787 Dreamliner aircraft.

Air India said five units of its original 787 order will now be converted into Dash-9 variants.

Challenges in aviation

INSURANCE giant Allianz says the growing complexity of aircraft design through new materials is among a variety of factors sending insurance premiums skyrocketing.

Increasing fleet prices, growing passenger numbers and the risk of damage both on the ground and in the air is also likely to push premiums up, which airlines will inevitably pass on to consumers.

Allianz said the long-term trend of less than two deaths for every 100 million passengers took a hit this year but is still strong and forecast to recover next year.

CTM backing BCFC

CORPORATE Travel Management has signed on as the platinum sponsor of Brisbane City Football Club, the club's biggest sponsor deal in a decade.

The deal will see the club's home ground renamed as "The Corporate Travel Management Stadium" for the 2015 season.

CTM's logo will also appear on the jersey front of BCFC's senior men's league team, youth team and a number of Under 18 teams.

US sees less Aussies

AUSTRALIA remained in 7th place in the top ten international source markets for the United States in Sep 2014 but posted a 3% decline in visitation, according to new US Government figures.

The National Travel & Tourism Office said overall, the result of 6.1 million visitors for the month of Sep was up 2% year-on-year.

China and Brazil smashed the competing top ten nationalities, posting increases of 20% and 17% year-on-year respectively, while Canada, the UK, Japan and France also recorded fewer visitors.

AAX boosts A330 fleet

ASIAN low-cost long haul carrier AirAsia X has bolstered its A330neo pipeline, ordering a further 55 aircraft to complement an order of 50 placed back in Jul at the Farnborough Air Show.

The increase takes the total AirAsia X order book to US\$15 billion at catalogued list prices.

Amadeus goals for '15

TRAVELLERS will become the centre of the universe for online travel providers and airlines, according to a survey conducted at the 2015 Amadeus Asia Pacific Online Connect Conference.

The event, which saw bosses of 70 online travel retailers come together, found businesses need to re-shape strategies, using technology to target customers.

Utilising mobile platforms, every stage of a passenger's experience through an airport would aim to be changed, with targeted offers and promotions for ancillaries.

Delegates agreed that travellers were "always on" and that steps taken on this path would result in greater levels of customer loyalty.

Win a trip to Abu Dhabi flying with Etihad Airways

This month *Travel Daily* is giving the travel industry a chance to win a trip to Abu Dhabi, courtesy of Abu Dhabi Tourism & Culture Authority, Etihad Airways, Shangri-La Hotels and Arabian Adventures.

The prize includes:

- 2 return Economy Class flights to Abu Dhabi with Etihad Airways
- 4 nights staying in a Deluxe room at the five-star Shangri-La Hotel, Qaryat Al Beri
- Breakfast daily
- Airport transfers and sightseeing tour with Arabian Adventures

Everyday *TD* will ask a different question about Abu Dhabi and Etihad Airways. The subscriber with the most correct answers and the most creative answer to the final question will win this amazing prize.

Send your answers to: abudhabicomp@traveldaily.com.au

Saadiyat Island, just minutes from downtown Abu Dhabi, is undergoing a remarkable transformation and is set to house the world's single largest concentration of premier cultural assets. Name one world famous museum due to open there next year.



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ACCOUNT MANAGER

SYDNEY – \$80K PLUS BONUS

If you're hungry for success, recognition and career progression this company will offer you all that and more. We are looking for someone with a mixture of Sales and Account Management for this position, Sales is a must. Strong industry contacts is also highly desirable. If you are not scared of cold calling on your industry colleagues whilst maintaining strong existing relationships this role is for you. With career advancement and a great salary on offer.

UNIQUE CLIENT BASE

SENIOR CORPORATE ACCOUNT MANAGER

SYDNEY SALARY PACKAGE \$\$ + INCENTIVES

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

STRONG TECHNICAL GURU NEEDED HERE

IT ADMINISTRATOR

SYDNEY – EXEC SALARY PACKAGE

This popular travel company have a newly created role available, bringing their IT functions in-house rather than using an external supplier you will be responsible for all IT, including data base phones and booking systems. You will have at least one direct report initially which could increase. This could be your chance to step up into a more senior role, please submit CV and full cover letter

BREAK INTO THE EVENTS INDUSTRY

EXHIBITION SALES EXECUTIVE X2

SYD- \$70K PLUS BONUS

Have you always wanted to break into the events industry? Our client are a major events and exhibition company that are seeing huge growth this year, they are looking to recruit two sales focused individuals to boost bookings for two major exhibitions that are held yearly. This is an in-house role and a large part of the role will be cold calling on your industry colleagues, you will have a background in sales or account management and strong communication skills.

CAREER ADVANCEMENT GARANTEED

SENIOR INDUSTRY SALES MANGER

SYD – EXEC SALARY \$100K PLUS

If you have the ability to lead a sales team, provide strategic direction, drive revenue growth, manage key high level relationships whilst leading and directing your team, then this leading travel organization has an opportunity for you within their Australian business. You will have strong established relationships throughout the industry, and have lead strong successful teams. This is a great opportunity to step up in your sales career.

ANALYST – TECHNOLOGY FOCUS

BUSINESS AND SYSTEMS ANALYST

MELBOURNE – SALARY PACKAGE TO \$88K

Are you experienced with online booking systems and have a strong background in technology? In this role, you will be responsible for building and executing new system processes to improve business performance, identify areas of improvement relating to business and technology processes, together with overall analysis of business practices and procedures. Bring your analytical approach to this winning travel company. Contract Role – 6 to 8 months.

EXPRESSIONS OF INTEREST

ACCOUNT MANAGER

MELBOURNE – EXEC SALARY PACKAGE

This highly successful company are seeking expressions of interested for upcoming roles this new year. Looking after the Melbourne market, you will be self-motivated and utilise your strong negotiation and contracting skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

EMAIL YOUR CV TO: executive@aaappointments.com.au

NSW & ACT: 02 9231 2825 VIC, WA & SA: 03 9670 2577 QLD: 07 3229 9600

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com.au

YOU SHOULD FIND SOMETHING TO KEEP YOU BUSY



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ONLY AU\$ 469***

**Experience the following complimentary activities
worth AU\$ 555**

- Unlimited free access to Aquaventure Waterpark with new thrilling rides
- Unlimited free access to The Lost Chambers Aquarium with over 65,000 marine species
- Preferential rates to swim with our dolphins
- Preferential rates to meet our sea lions

CHECK INTO ANOTHER WORLD

Contact your preferred travel partner or call Australia
Toll Free 1300 780 221 or atlantisthepalm.com

* Terms and Conditions apply. Above rates are per room per night and all room rates are subject to 10% Service Charge and 10% Dubai Municipality Fee. A Tourism Dirham Fee of AED20 per bedroom per night is applicable. Offer is subject to availability.

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