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Travel Daily

First with the news

Wednesday 19th March 2014

tahiti travel
connection

Our NEW 2014 Brochure is Out now!

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Tahiti is ALL we do!

APT is recruiting

APT is today advertising a number of roles at its offices in Melbourne to help handle ongoing growth - see **page 12**.

Nine pages of news

Travel Daily today has nine pages of news and photos, a photo page for **Star Alliance** plus full pages from: (**click**):

- AA Appointments jobs
- Travel Trade Recruitment
- APT

Qantas sales restructure

QANTAS this morning unveiled a new structure for its sales division, with a single Qantas Australia Sales team which will be responsible for selling the carrier's regional, domestic and international networks.

QF Executive Manager Customer and Commercial Relationships, Steve Limbrick, said the changes were part of a longstanding review of the sales force - but had been accelerated "in the context of the broader challenges the Qantas group is currently facing".

Initially the changes are at a senior level and are expected to see the departure of some QF regional general managers.

Limbrick stressed that it was "business as usual with respect to our agency relationships," with the airline continuing to have industry and corporate representation across Australia.

"Our commitment to our travel agent partners remains stronger than ever," he said.

QF has confirmed that during the transition to the new structure, John Simeone, recently appointed as head of industry and corporate sales, will continue to oversee agency partnerships.

Limbrick said a "commitment to further enhancing both the proposition and experience for our mutual customers" was fundamental to the new structure.

Win a box at the rugby this Fri!

KEITH Prowse Travel is today offering a lucky **TD** reader the opportunity to attend the Super 15 Rugby with 11 friends this Fri 21 Mar.

The NSW Waratahs play the Rebels at Allianz Stadium, with the prize including 12 seats in a corporate box, 2 car park passes and 4 official programs (note food/drink at own expense).

To win this amazing prize, be the first to correctly answer the following question:

Keith Prowse Travel is hosting three major sports events over the next two weekends. Name two of them (hint: see kpt.com.au).

Email your answers ASAP to kptcomp@traveldaily.com.au.

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HURTIGRUTEN

Holman joins Webjet

LISTED online travel agency Webjet this morning announced the appointment of Brad Holman as a non-executive director.

Holman has extensive industry experience, with his career including senior roles with Travelport including as the firm's Asia-Pacific president.

He joins the Webjet board effective immediately, but will formally stand for election at this year's annual general meeting.

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Wednesday 19th March 2014

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 France: 2,926
 Thailand: 2,724

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Visitors flock on weak AUD

AUSTRALIA'S struggling dollar is proving to be a boon for the inbound tourism sector, both on international and domestic fronts, with performance parameters at record levels, new data shows.

The latest edition of the Tourism & Transport Forum-Mastercard Tourism Industry Sentiment Survey, released this morning, shows the sector operating at the highest level in the study's history.

Confidence in travel among overseas markets is being fuelled by the current downturn in the AUD, with domestic visitation figures also performing strongly.

The encouraging data comes in line with today's Leadership 2014 summit - the annual talks with TTF members, the Federal Govt and opposition on matters facing the tourism and aviation sectors.

While the exchange rate is working in favour of int'l markets, the ongoing matter of inadequate hotel room supply is expected to feature heavily on today's agenda.

According to the survey, worry over the exchange rate has fallen compared to the same time last year, while matters of rising

concern include taxes on tourists, worker shortages and the quality & frequency of major events.

"Tourism has been identified as one of five super-growth sectors capable of contributing an additional \$250 billion to the national economy over the next 20 years, given Australia's competitive advantages in this area," Tourism & Transport Forum chief executive Ken Morrison said.

Further talks will include a growing need for reform in online visa processing and a focus on the growing India market via marketing & bilateral air access.

DL/VA NYC incentive

DELTA Air Lines and Virgin Australia are rewarding their Top 10 selling consultants with a 5-day 'Premium Agent Famil' to New York City, including return Business Class flights to JFK.

The promo is based on sales of BusinessElite (DL) and Business or Premium Economy (VA) seats to Los Angeles or New York JFK, departing between 17 Mar - 30 Apr - for full details, **CLICK HERE**.

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Travel Daily

First with the news

Wednesday 19th March 2014

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APEC travel card simplification

IT WILL be easier for frequent travellers in the Asia-Pacific region to obtain and retain an APEC travel card under changes set to be introduced into Federal Parliament today.

It's part of the government's "war on red tape" which aims to remove rules and regulations seen as hampering business operating in Australia.

The APEC Business Travel Card aims to help businesspeople

more easily travel across the region, with relaxed no visa requirements and dedicated immigration and passport lanes.

Currently, APEC cards must be renewed annually with certification required from an approved industry body - but the changes will allow the government to instead confirm that the cardholder is genuinely engaged in trade and investment between APEC economies, reports today's *Financial Review*.

The change is being estimated to save \$760,000 in compliance costs annually.

Kris Elite miles on VA

SINGAPORE Airlines is now enabling members of the loyalty scheme to accrue KrisFlyer Elite Miles on codeshare flights operated by Virgin Australia.

The change applies to VA flights within Australia and on routes to NZ & the Pacific Islands, SIA's senior marketing & alliances Australia mgr Dale Woodhouse said in a KrisFlyer update.

Miles earned will count towards a member's tier status.

Bangkok SOE lifted

THAILAND has today ended its State of Emergency in Bangkok & its vicinities after several incident-free weeks at protest sites.

The caretaker government in place until the re-run of general elections - expected to take place in Apr - has formally downgraded official warning levels, although two protest sites remain active.

Local DMC Destination Asia said the city is operating as normal with "no hindrance", however tourists are still advised to avoid public demonstrations and rallies.

Tassie tourism priority

NEWLY elected Tasmanian Premier Will Hodgman has been welcomed by the Accommodation Association of Australia following last weekend's state election.

CEO Richard Munro said he was confident in the new Premier's enthusiasm toward tourism as one of five pillars in the Tas economy.

"Once Tasmania's fiscal challenges are overcome, there may also be an opportunity for the Hodgman Government to invest in major tourism infrastructure, such as a new convention centre in Hobart," Munro commented.



Window Seat

THE Australian market now comprises about 10% of the total global business for upmarket hotel association Relais & Chateaux.

The group's local rep, Tony Knox, revealed the intriguing figure at last night's "Best of the Best" event in Sydney (see **page five**), adding that the statistic was "even more significant given that most Aussies can't even pronounce the name".

THE Best of the Best function also saw a presentation by Brenda Nash from Alila Hotels and Resorts, who enthusiastically told guests about the brand new Alila property which will open later this year in Oman.

"It's called the Alila Jabal Akhdar," she said, adding "I love saying that - it sounds like I'm swearing".

She added that clients will love the the new hotel, which is "flipping breathtaking".

SELF-DRIVE tourists visiting Paris this week should make sure they check their numberplates, with heavy smog leading to new restrictions on which cars can be on the road.

On Mon, officials announced that cars with even-numbered licence plates must not be driven in the French capital in a "drastic attempt to reduce air pollution" due to a sustained high pressure system.

Police reportedly issued tickets to about 4,000 drivers who broke the restrictions.

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Travel Daily

on location in
Kuala Lumpur

Today's issue of **TD** is coming to you from Kuala Lumpur, courtesy of Tourism Malaysia and Malaysia Airlines.

TD is attending the 6th annual Australia/New Zealand 'Buyers meet Sellers' conference being held in Kuala Lumpur.

We flew on MH142 - the third daily service from SYD to KUL introduced just two weeks ago.

The service on the A330-300 was impeccable, friendly cabin crew, superb in-flight cuisine & a top range of new release movies to watch on the 8hr journey.

A total of 16 Aussie product managers are here to meet scores of Malaysian tourism operators as word comes that inbound tourism is growing in Southeast Asia, and particularly to Malaysia.

According to UNWTO's annual report, Malaysia reached the Top Ten destinations to travel in 2012, with upwards of 25 million arrivals. WTO projects SE Asia to have 187 million tourist arrivals by 2030, the top growth rate across the region.

In fact, Tourism Malaysia officials have told **Travel Daily** that Aussie arrivals in Jan are way up, with figures to be released at the conference tomorrow.

The event is being held at the Pullman Kuala Lumpur Bangsar which opened last Nov.

Offering 513 rooms & suites, it is within easy access to all major parts of the city via a Light Rapid Transit System and KL Sentral Station, where the KL Express Train whisks you to/from KL Airport in just 28 minutes.

Air China adds MUC

NEW four weekly services between Shanghai and Munich will be launched by Air China from 06 Jun using A330-200s.

The route boosts CA's European network from Shanghai to four, behind regular services to Milan, Frankfurt and Paris.

Un-Cruise incentive

TRAVEL agents have the chance to win an Un-Cruise Adventure in Hawaii or Alaska when booking one of its products in Alaska and Columbia & Snake Rivers journeys.

Each booking made through Adventure World between 01-31 Mar will see agents entered into a draw to win a trip for two.

Un-Cruise Adventure products are featured in AW's 2014 Canada, Alaska & USA brochure.

Call 1300 363 055 for details.

US Airways unwinds Star Alliance c'shares

US AIRWAYS has commenced formal proceedings to terminate its codeshare partnership with Star Alliance member carriers in preparations of its switch to the **oneworld** alliance on 31 Mar.

In papers filed with the US Dept of Transportation yesterday, US Airways says it will conclude its codeshare arrangements with All Nippon Airways, Air Japan, Asiana Airlines, Brussels Airlines, Croatia Airlines, Lufthansa & Swiss Int'l Airlines covering routes from the US to Japan, Korea, the EU Open Skies, Croatia, Germany and Switzerland, effective 30 Mar.

Wednesday 19th Mar 2014



AWESOME Adventures Fiji and Whitsundays has this week kicked off a series of celebratory events to launch the refreshed brands and new products to agents.

Changes have seen Awesome Adventures Oz rebranded as Awesome Whitsundays, which has introduced a new batch of accommodation and touring packages ranging from one to seven nights.

Packages include self-catering accom in both Airline Beach and on Hamilton Island.

Meanwhile, Awesome Adventures Fiji has unveiled a new corporate logo, brochure design and tweaks to package names.

The first event was held on Mon in Melbourne, with other events being held in Brisbane tonight, Airlie Beach tomorrow and Sydney on 01 Apr.

MC and former Queensland Best Job in the World winner Ben Southall told agents the firm's Fiji business was an "easy sell", and offers more than the traditional Fiji flop & drop package.

Pictured at Melbourne Aquarium are Ben Southall and Richard Carrick, Awesome Adventures; Claire Fitzgerald, Maddison Millane, Tristan Forbes and Elle Thomas from STA Travel; Lauren Misso, Student Flights; Courtney Clarke, Infinity Holidays and Brent Ephraims, Student Flights.

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Best of the Best gather in Sydney



LAST night seven luxury suppliers gathered together to showcase their wares to a select group of lucky travel agents.

The inaugural "Best of the Best" event, held at Sydney's Doltone House, was a collaborative effort between Taj Hotels Resorts & Palaces, the Unique Tourism Collection, Alila Hotels & Resorts, Como Hotels & Resorts, the Dorchester Collection, Inspired Luxury and Relais & Chateaux.

Participants were updated on the latest development across the various portfolios, and also had the opportunity to win some fabulous prizes.

Lynne Ireland of Inspired Luxury

told **TD** the combined event was an efficient way for agents to be updated on a wide range of product for their discerning clients, with the variety of participating suppliers providing something to suit any customer.

Pictured above from left are Elliott Miller, Como Hotels & Resorts; Lynne Ireland, Inspired Luxury; Thushara Liyanarachchi, Taj Hotels Resorts and Palaces; Tony Knox, Relais & Chateaux; Jonica Paramor, Unique Tourism Collection; Brenda Nash, Alila Hotels & Resorts; and Parris Fotias, Dorchester Collection.

More pictures from the event at www.facebook.com/traveldaily.

go! pulls out of Hawaii

MESA Air Group is withdrawing its Hawaii based operation after nearly eight years, with the firm saying it intends to place a greater focus on its mainland business.

go! operated Bombardier CRJ200 aircraft from Honolulu to Hilo, Kahului, Kona and Lihue but will terminate its Hawaiian business from 01 Apr.

The aircraft will be redeployed to assist with Mesa's expansion within the US mainland, which includes broadening ties with United Airlines and US Airways.

Passengers travelling between 01 Apr & 30 Jun will be rebooked on Hawaiian Airlines services or offered a refund where they cannot be accommodated.

The company advises that travel agents with client bookings on go! must be reaccommodated by the airline's reservation department.

MEANWHILE, Hawaiian low-cost carrier Mokulele Airlines says it will honour flights purchased under its codeshare agreement with go! Airlines where available.

New CRGG APac boss

CARLSON Rezidor Hotel Group has appointed Thorsten Kirschke as president of the group's Asia Pacific region, replacing Simon Barlow who has left the company to pursue "other opportunities."

Design goes remote

SEVEN new properties have joined Design Hotels portfolio.

The boutique independent hotel collection's newest additions are located in Portugal, Italy, France, Spain, Phuket, Turkey and Oman.

They include the luxurious Hotel Vernet which has just had a soft opening in Paris ahead of a full launch in Jun and the mountain-top Alila Jabal Akhdar which debuts in Oman next month.

Pedras Salgadas spa & nature park treehouses in Bornes de Aguiar, Portugal has also joined.

Madiba SA touring

VISITORS to South Africa can more easily trace the timeline of former President Nelson Mandela after the launch of the 'Madiba Inspired Tourist Attractions' map.

The travel map "encapsulates the key points of his life's journey," South Africa's Minister for Tourism Marthinus van Schalkwyk announced this week.

Mapped locations include Robben Island, Soweto and Qunu - **CLICK HERE** for more details.

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Nobu Chicago Hotel

NOBU Hospitality is expanding its collection of properties within the US, with the firm saying The Nobu Hotel and Restaurant will open in Chicago in early 2016.

Gold Agents enjoy a Gold Dinner



TOP-SELLING Travel Counsellors were last week treated to an exclusive 'Gold Dinner' reward at Grossi Florentino to celebrate their efforts and achievements over the last 12 months.

Along with company director Malcolm Hingley and general manager Tracy Parkinson, the

group enjoyed a pre-dinner drink with leading Australian chef Guy Grossi prior to a full eight-course gourmet feast.

Grossi himself also rewarded the agents, presenting each with a personalised gift himself.

Later this year, the company will host its annual Gold Weekend trip in which more than 100 of the top Travel Counsellors will enjoy a special trip to Florida.

Pictured from left is Suzanne Watson, Claudia Silk, Malcolm Hingley, Guy Grossi, Rosemary Metcalf, Kirsten Hughes, Tracy Parkinson and Nadine Kutz.

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VA AFL mates rates

VIRGIN Australia has reduced domestic fares across its network for AFL supporters attending matches nationwide this season when booking 2 to 9 passengers.

Discounts are available on *Saver Lite* and *Saver* fares, and range from \$4 to \$10 per person.

CLICK HERE for more details.

Greece online drive

MARKETING Greece has rolled out a new multi-faceted website showcasing 120 destinations throughout the country.

Discovergreece.com has been dubbed by the firm as "first for Greece in terms of innovative design, quality for content and breadth of destinations."

The platform features more than 3,000 photos and 60 specially made videos.

See www.discovergreece.com.



Accommodation Updates

WELCOME to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.

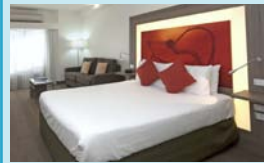


One&Only Hayman Island has released a sneak peek into its suite categories which will be open for guests from 01 Jul following a significant \$50 million makeover. All resort areas are being enhanced to the standards exuded by all One&Only resorts worldwide.

The lead-in category will be the Hayman Lagoon Room, which will feature spacious bathrooms, open plan dressing room & private balcony.



Summer in Europe brings the seasonal reopening of the iconic Lakeside Hotel at the **Grand Hotel Tremezzo** on Italy's Lake Como. The idyllic property has unveiled 30 new Lake View rooms boasting classic furnishings, silk touches, marble bathroom and panoramic views over the lake. In addition, a new Historical Suite offering opulent luxury amidst a treasured collection of antiques has also been opened.



Following a \$5m upgrade completed in time to celebrate its 26th anniversary, the **Novotel Darwin Atrium** now boasts a fresh new look. The property offers the contemporary Novotel Next generation room concept which champions space, atmosphere and freedom of movement in its appeal. Rooms are open-plan and offer a striking red colour scheme, with new bedding, connectivity adaptors & new lighting.



A homely new four-bedroom retreat has been launched at the **W Retreat Koh Samui**. Dubbed the Seascape Escape Villa, the villa offers more than 2,000 square metres of luxury, with a 15-metre infinity-edge pool, daybeds and more, all offering tranquil views over the Gulf of Thailand. Each bedroom offers a private entrance for privacy, with guests able to enjoy a selection of board games in the villa.

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Skilled Travel, a member of helloworld (formerly Travelscene at South West Travel), a well established award winning premium leisure travel agency in the Macarthur region is seeking an experienced travel consultant to join the team. The agency prides it's self on delighting clients, suppliers and staff alike in everything they do.

If you are dedicated to excellence in customer service, have a loyal client following and are a proven elite sales performer then sign up for your next career challenge now. You'll be part of something special.

To apply, please email a covering letter and your CV to jobs@skilled.travel Alternatively, for a confidential discussion, please contact Sean Skilton on 02 9605 5866.

New Tahiti brochure

TAHITI Travel Connection has launched its latest brochure with new cruising and accom options packing the 52-page guide.

The program details a selection of exclusive touring options as well as luxury resorts on outer islands not covered by other wholesalers.

Dedicated sections for weddings, cruising & activities also feature.

OzFocus debuts on the Harbour



DOMESTIC tourism advocacy group OzFocus last night held its first Sydney show for travel agents under its new name on Captain Cook Cruises' *John Cadman II*, with more than 140 agents in tow for a cruise on Sydney Harbour.

Following a speed dating format, agents met with a host of domestic suppliers to learn more about the vast range of quality & affordable holiday options already on offer in their own backyard.

Attending agents represented both large and small retail networks as well as home-based.

In Sydney, OzFocus is headed up by AAT Kings' Daniel Toby in the role of chairman with Excite Hols' Walter Nand as vice-chair.

The group was formerly known as Australian Domestic Symposium but saw the need to formalise and simplify its mission to eliminate confusion.

Similar domestic promotional groups exist in Victoria and South Australia and have also unified as OzFocus branches (**TD** 24 Jan).

"The aim of tonight is to motivate, educate and facilitate domestic travel," Toby told participants attending the event.

Pictured above on the gangway of the *John Cadman II* in the back

row from left is Rowena Morris & Aaron Christian, APT; Aleksandra Markovska, Sealink Travel Group; Jessi Greer, Great Southern Rail; Dominic Mehling, One&Only Hayman Island; Samantha Davis, Excite Holidays; Daniel Toby, AAT Kings; Scott Wallace, Europcar; Walter Nand, Excite Holidays; Mary Has, Cable Beach Club Resort & Spa; Angela Romano, Accor; Michelle Burns, Hamilton Island and Brooke Sweeney from THL-Britz/Mauai.

Front row: Elise Bell, Sunlover Holidays; Jose Solana Del Rio, Driveaway Holidays and John Digiorgio, Coral Princess Cruises.

For more pics at the event, see www.facebook.com/traveldaily.

World's best beaches

WHITEHAVEN Beach in the Whitsundays has been voted the best beach in the South Pacific in the TripAdvisor Travellers' Choice annual awards for beaches.

Australian beaches took seven of the top ten places in the vote.

The Tropical North Qld strip was so highly ranked, it claimed fifth place in the global poll, won by Baia do Sancho in Brazil.

MEANWHILE, TripAdvisor has today launched a dedicated local domain in New Zealand, offering a more localised platform for NZ travellers to post hotel reviews and access the site's services.

Lion King accom deal

METRO Hotels has released a new accom-only package in line with the season extension for stagemusical *The Lion King*, now playing until 31 Aug.

The Lion King Family Package is priced from \$205 per night and includes breakfast and chocolates on arrival - phone 1800 004 321.

WIN WITH SAN FRANCISCO TRAVEL



Every day this week **Travel Daily** is giving one reader the chance to win a San Francisco prize pack, courtesy of **San Francisco Travel**.

The prize packs include 3 movie favourites set in SF, Ghirardelli chocolates, a SF CD soundtrack, SF City Pass and more!

San Francisco is known for its scenic beauty, cultural attractions, diverse communities, & world-class cuisine. This very walk-able city is dotted with landmarks like the Golden Gate Bridge, cable cars and Alcatraz.

To win, be first to email the correct answer to the question below to: Sanfrancisco@traveldaily.com.au.

San Francisco's largest park, Golden Gate Park, is world famous and home to dozens of attractions. Name 3 attractions within the park.



Congratulations to yesterday's lucky winner **Tina Paschalidis** from **Diploma Travel**



RESERVATION SALES AGENT

Daydream Island Resort and Spa is a 4.5 star resort nestled amongst the Whitsunday Islands. They are seeking an experienced Reservation Sales Agent for a full time position in their Brisbane office. The position requires professional customer service etiquette; and proficiency in providing accurate and helpful information on Daydream Island Resort and Spa facilities and services, with a view to maximising revenue.

The ideal applicant will have experience with handling FIT and group bookings; experience with Opera (or similar Property Management System) and channel managers is highly desirable. If this sounds like you and you would like to work in a fun, fast paced environment please email your resume and cover letter to recruitment@daydreamisland.com

Travel Daily is Australia's leading travel trade publisher, with a portfolio of publications also including **Business Events News**, **Cruise Weekly**, **TD Cruise Update** and **Pharmacy Daily**. Two exciting opportunities have arisen to join our fun friendly team based in Epping, NSW.

Sales & Marketing Coordinator x 2

Responsibilities:

- Manage advertising for our publications including Pharmacy Daily, Travel Daily Cruise Update, Business Events News and Cruise Weekly
- Manage competitions
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- Collation of statistics and reporting for clients
- Website and social media content management
- Assisting with sales and marketing projects as they arise
- Proof reading

Requirements:

- Excellent written and verbal communication skills
- Strong attention to detail
- Sound computer skills including Microsoft Office and Excel. A knowledge of Adobe InDesign would be an advantage.
- Ability to multitask and work to deadlines
- A strong work ethic

Both roles would suit recent graduates, with a generous salary package provided. If you would like to join the leading industry publications please send a covering letter and your current resume to jobs@traveldaily.com.au by Sunday 23rd March 2014.

Star Alliance unites to farewell Brian Garside

AUSTRALIA'S airline leaders gathered in Sydney this week at Air New Zealand's Sydney headquarters to thank Star Alliance's retiring Corporate Business Manager Brian Garside for his inspiring leadership of the Alliance's activities in Australia over the past 10 years.

Brian started his aviation career in the 1970s and worked for Pan Am, KLM, Garuda Indonesia and South African Airways before joining Star Alliance in 2004 when the network counted 15 member airlines.

While admitting that managing so many carriers was often akin to "herding cats", Brian told guests that keeping the travel industry and travellers up to speed with the world's most experienced alliance - which has now grown to include 28 airlines - along with its numerous innovations in customer service, rewards and technology, was always exciting.

RIGHT: Brian - who is pictured (right) with Star Alliance's Richard Carret, regions director of market development - was presented with a commemorative plaque featuring the caption:

*I have supported the team,
Helped put the Alliance on the Australian map,
I have fought the good fight,
And now I get the sack!
(I've earned it!)*

*Brian Garside
Ex-Star, always a Star*



PICTURED back row from left are Dale Woodhouse, Singapore Airlines; Michael Zorbas, Air New Zealand; Craig McCarthy, THAI Airways International; Faruk Sonmez, Turkish Airlines; Irmgard Goetjes, Scandinavian Airline Systems; Richard Carret, Star Alliance and Paul McLean, Air Canada.

Front row from left are Tim Clyde-Smith, South African Airways; Alison Espley, United Airlines; Leanne Geraghty, Air New Zealand; Kn Prin Youprasert, THAI Airways International; Anil Rodricks, SWISS and Michael Son, Asiana Airlines.



STAR Alliance's local activities are now being led by newly appointed Coordinator Australia, Gordon Young, who brings more than 40 years' experience to the role.

Young is **pictured** above with the retired Brian Garside.



ABOVE: Leanne Geraghty, Air New Zealand; Anil Rodricks, SWISS and Michael Son, Asiana Airlines.

ABOVE left: Alison Espley, United Airlines; Dale Woodhouse, Singapore Airlines and Irmgard Goetjes, Scandinavian Airline System.



ABOVE: Jum Mu from Air China and Faruk Sonmez, Turkish Airlines



ABOVE: Barry Mayo, House of Travel; Jacqui Walshe, Southern World Travel with Derek Sabudin from CAPA (Centre for Asia Pacific Aviation).

LEFT: The Air Canada contingent of Rick Pomery, Melanie Passman, Paul McLean and Neil Ford.

InterCon Nha Trang

THE doors have opened at the brand new beachfront 279-room InterContinental Nha Trang hotel in Vietnam.

It becomes InterContinental Hotels Group's sixth property in Vietnam spread across both the InterContinental Hotels & Resorts and Crowne Plaza brands.

Special opening rates of \$130+ per night are being offered.

EK Scandi bargain

EMIRATES has released fares on its new Oslo route priced from \$2,031 ex Perth and \$2,094 from the east coast (Melbourne).

The Economy class special is valid for travel in Sep and Nov when ticketed before 31 Mar.

EK will begin Boeing 777-300 services to Oslo on 02 Sep.

Hilton Foshan debuts

HILTON Worldwide has added the 600-room & suite Hilton Foshan to its network in China.

Located in Guangdong province, the new-build hotel is 60kms from Guangzhou Baiyun Int'l Airport.

Macau showcased to onliners



MACAU Government Tourist Office in partnership with Virgin Atlantic recently showcased the destination to a group of product and marketing managers from some of Australia's top online travel services managers.

The four-day itinerary focused on Macau's fascinating UNESCO World Heritage listed sites, colourful attractions, family activities and interesting array of entertainment and cuisine to suit all tastes and budgets.

MGTO (Australia) escort Ben

Zaubzer said the famil gave the group a chance to see what makes Macau so unique.

"They were able to visit the historic sites, explore sections of the four MGTO suggested self-guided walking routes and sample the food from the street markets to the high-end restaurants," Zaubzer commented.

Pictured at the Ruins of St Pauls from left are Ken, MGTO guide; Sasha Grant, Expedia; Andrew Bell, Webjet; Tracey Jarvis, Skidoo; Melinda Yervantian; Flight Centre; Troy Cooper, Wotif and Travel.com.au; Michelle Martin, Helloworld and William Little, VS.

WIN A MAGICAL WINTER ESCAPE TO NEW ZEALAND 100% PURE NEW ZEALAND



Throughout March, **Travel Daily** is giving readers the chance to win a five night holiday to Queenstown for two valued at over \$3,500, courtesy of **Tourism New Zealand** and **Air New Zealand**.

The prize includes two return economy class airfares from capital cities in Australia to Queenstown with Air New Zealand, five nights accommodation at Millennium Queenstown, a 3-day ski pass and rental from NZ SKI and Kawarau Bridge Tandem bungee tickets from AJ Hackett.

Every day this month **Travel Daily** will ask a different NZ-related question. The subscriber with the most correct entries and the most creative response to the final question will win this magical holiday.

Q.13: The ability to connect 35 Australian cities with 25 New Zealand cities is possible through Air New Zealand's alliance with which partner airline?

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

[Click here for terms & conditions](#)



Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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ACHIEVE A TRUE WORK LIFE BALANCE SYDNEY & MELBOURNE: TOP SALARY PACKAGE

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COME AND PLAY WITH THE BIG BOYS!

WHOLESALE TRAVEL CONSULTANTS

MELBOURNE – SALARY PKG UP TO \$80K (OTE)

Retail travel consultants, stop dreaming about moving into wholesale and make it a reality today with AA Appointments. This global wholesaler now requires 2 new consultants to join their expanding teams! You will service your loyal travel agents via phone and email enquiry only and tailor make unforgettable experiences to worldwide destinations. With uncapped commission, exclusive famils and a fun team environment you will kick yourself if you miss this. Call us today to find out more!

MEMBER BASED RETAIL AGENT

RETAIL TRAVEL CONSULTANT

MELBOURNE (STH EAST) – SALARY PKG UP TO \$50K (DOE)

Travel experts in Melbourne! Sensational new role just called in. This travel company will see you moving away from face to face sales and into a role where you will service member based clientele via phone and email enquiry only. With Monday – Friday hours and a high base salary of up to \$50K you can finally move away from the time wasters and into retail bliss! If you have at least 2 years international consulting experience then we want to hear from you. Make the move today and never look back!

GOOD AS GOLD

RETAIL TRAVEL CONSULTANTS X 6

GOLD COAST– PART TIME & FULL TIME HOURS

Calling all retail travel consultants on the Gold Coast – here's your chance to grab hold of a hot new travel job. Never has there been a better time to be looking for a new retail role on the Gold Coast. From part time to fulltime hours, boutique to national travel brands and online environments – there's sure to be a team and agency that suits you. Top \$\$, famils, free massages, training & development programs are just the start of the benefits on offer. All you need is a min 18 months retail travel consulting exp & GDS skills.

THE WAY OF THE FUTURE

ONLINE TRAVEL SUPPORT CONSULTANT

BRISBANE CBD – \$55K OTE

Experienced retail travel consultants – this is your chance to jump behind the scenes and escape the hassle of sales targets. Working in this fast paced call centre environment you'll be responsible for assisting direct consumers with amendments, offering destination advice, helping with the online booking tool and more. A top salary package is on offer along with the best industry training, ongoing career progression, supportive management and more. Previous travel industry experience is a must.

ROLES IN EVERY FIELD

TEMPORARY TRAVEL CONSULTANTS

SYDNEY - TEMP ROLES, START ASAP!

Register with AA today to gain one of these top paying temp roles.... Airline Reservations, 6 x Corporate Travel Consultants, 2 x Groups Consultants, VIP Luxury concierge/travel Coordinator, Product Coordinator, Customer Relations, After-sales, Airline Reservations, Travel & Events Role, GDS load, and Wholesale & Retail consultants. The Benefits of temping include: Try the role/company before you commit. Get paid weekly. Top hourly rates & more! Send your CV to AA today & start working tomorrow!

DREAM ROLE - WORK FOR AN AIRLINE!

AIRLINE RESERVATIONS & TICKETING

SYDNEY CBD - POSSIBLE TEMP TO PERM OPPORTUNITY

This is a rare and exciting opportunity to work for an airline. Your responsibilities will include making new reservations, handling fares and ticketing queries, BSP and more. This is a temporary role with the possibility to go permanent if successful. Monday to Friday only; Sydney CBD location. Airline reservations background preferred, however fares and ticketing experience may also be considered. Send us your CV today & you could be flying high, working in your dream role for an airline!



Working in partnership with the Australian Travel Industry

Wholesale Cruise Consultant

Brisbane CBD \$50-\$55K OTE - Ref:1842PS1

A fantastic opportunity to join a leading wholesale cruise company has become available for an experienced travel consultant with solid cruise product knowledge. If you are passionate about cruise and looking for a role where you will earn uncapped commission along with a base salary without having to stay in retail then this could be the career move you have been looking for! The winning candidate will be working in a fun and friendly team with extensive training on offer!

For more information please call Peta on
(02) 9113 7272 or click [APPLY](#) now.

Travel Sales Development Manager

Melbourne Attractive Package – Ref:1054KF1

Rare Sales Development Manager opportunity for a fantastic and well respected touring company! Do you have sound SDM experience and a proven sales record? This leading tour company are looking for an experienced Sales Executive or Sales Development Manager to assist with their ongoing expansion across the travel market. Develop a network of retail travel agents and train these agents to support the product. Promote and increase awareness of tour products.

For further information please call Kate on
(02) 9113 7272 or click [APPLY](#) now.

Senior Travel Consultant

St Ives – Great salary plus comm – Ref:1009LB

Get that elusive work life balance! Great new full time opportunity to work closer to home! Ditch the commute and bring your excellent retail travel consulting skills to the fore here. This busy store front is in need of an extra pair of hands. If you love booking dream holidays and are adept at building rapport with customers and suppliers I'd love to hear from you. You will be rewarded with supportive and friendly management and team and a generous salary plus commission.

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

Sabre Team Leader

Adelaide CBD - \$DOE – Ref:1012LBA

Calling all team leaders or senior travel consultants who are fantastic with SABRE! Waiting for that perfect opportunity to move into an exciting management position that was made for you? This role would involve mentoring and motivating a team of approximately 20 consultants, and knowing Sabre like the back of your hand. Cruise knowledge a plus. A solid salary package is on offer for the right candidate, who is experienced and eager to become a part of this funky company!

For more information please call Lauren on
(02) 9113 7272 or click [APPLY](#) now.

Travel Consultant

Gold Coast \$45K+ DOE – Ref:1842PS1

This well renowned centrally located independent travel agency is now recruiting due to maternity leave. If you have at least 5 years retail travel experience and would like to move into a role with a luxury focus booking tailor-made bespoke holidays then this could be your opportunity. Working 9-5 Mon-Fri; working towards set sales targets you will be responsible for your own booking from start to finish so strong GDS skills are essential to be considered for this role.

For further information please call Peta on
(02) 9113 7272 or click [APPLY](#) now.

Corporate Leisure Travel Consultant

Geelong \$ Competitive Uncapped Comm – Ref:1047KF1

Love retail but want to work with corporate clientele?! Want a Monday – Friday position? This is the perfect opportunity to take your career to the next step! This fantastic global company are looking for someone to join their team. Amazing perks, travel opportunities and a chance to really grow your career. A great opportunity for an experienced retail consultant. This position requires looking after existing corporate clientele of the company, booking their leisure travel.

For more information please call Kate on
(02) 9113 7272 or click [APPLY](#) now.

Customer Support Travel Team Leader

Sydney – \$DOE + bonus – Ref: 1991SJ1

Do you have experience in travel customer service, airfares and ticketing and content management? I have a unique leadership opportunity with a leading travel company based in Sydney. I am looking for a strong leader with a varied travel background to manage a strong team in various travel support areas. An attractive salary package with bonus & incentives is on offer to the successful candidate. Interviewing ASAP so apply now and don't let this opportunity pass you by.

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

Retail Travel Consultant

Bunbury WA - \$DOE – Ref:1046LBA

Want to work for a successful travel agency and become an invaluable key part of a team of travel consultants?! If you have at least 2 years solid all-round leisure travel experience and want to bring this to an established, well-respected travel agency then this leisure role is for you! Based south of Perth in Bunbury, this agency is offering a loyal repeat clientele base with less walk-ins, along with a competitive base salary plus superannuation and commission.

For more information please call Lauren on
(02) 9113 7272 or click [APPLY](#) now.



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Within our Customer Service Centre we have over 110 staff spread over 4 departments and this number is continually growing! The 4 departments are:

Retail Reservations:

This is the largest team within the CSC and deals with our valued travel agents, ensuring they have all the information and tools to book our exciting destinations around the world.

Customer Sales:

This specialised team who offers a personal experience for our direct customers to make their holiday dreams become a reality.

Flight Desk:

This is the go-to team filled with consultants who are passionate about all things Air. They are here to assist the CSC with flight bookings and queries and make sure that the best flight option is always provided.

Administration & Documentation:

This is the team that is the final quality check to make sure that the personalised documentation is sent to our excited customers to ensure a stress-free holiday.

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