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Travel Daily

First with the news

Monday 12th May 2014



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Globus career ops

THE Globus Family of Brands is continuing to expand, today recruiting for several senior roles including a content management team leader, sales managers in Sydney and Melbourne and a new National Sales Manager.

For details see the **last page**.



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QF/EK peak surcharges

QANTAS and Emirates are set to introduce new international "weekend travel surcharges" for tickets issued in Australia, increasing fares by \$25 for all outbound travel on Fridays and Saturdays on routes across the carriers' joint network (excluding Singapore, Thailand and Kuala Lumpur).

Qantas will also apply new peak season travel surcharges of up to \$200 for selected international routes and cabins, on certain days and holiday periods when the demand for travel is high.

Applied as a "Q surcharge," the extra costs will be automatically quoted via GDS in the fare calculation line.

A table on the QF agents website indicates the various timeframes and surcharges, with the \$200 addition applying to Economy class flights to the UK, Europe, North Africa and the Middle East from 19-28 Jun, 21 Aug-06 Sep and 12-23 Dec.

Other surcharges include \$25 on Sydney-Manila from 12-20 Dec; Sydney-Shanghai from 03-05 Dec and 13-21 Dec; and Australia-Hong Kong over the same period.

Qantas flights from Sydney to Honolulu will have a \$50 surcharge applied to both Economy and Business cabins over peak holiday periods in Jun, Sep and Dec this year.

All of the increases are effective from this Thu 15 May 2014, for immediate travel.

See qantas.com/agents.

Today's issue of TD

Travel Daily today has eight pages of news & photos, a page of photos from the **Select Travel Group** conference plus full pages from:

- AA Appointments jobs
- Consolidated Travel/EY
- Globus recruitment ad

Select Travel coverage

TODAY'S issue of *Travel Daily* is crammed with news from last weekend's Select Travel Group conference hosted in the Malaysia capital, Kuala Lumpur.

See pages **three, four, five** and **seven** for *TD's* exclusive trade coverage from the event.



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Dubai events interest

DUBAI'S Dept of Tourism Commerce Marketing is keen to tap further into the incentive & events market from Australia due to rising interest in the emirate. See today's issue of **Business Events News** for more details.

TA doubles Virgin pact

TOURISM Australia and Virgin Australia this morning announced a major expansion of their marketing partnership, lifting the joint annual commitment to \$8 million for 2014/15.

That's double the funding agreed on 12 months ago, and takes the total value of the three year partnership to \$16 million.

The move was announced at Australian Tourism Exchange in Cairns, with VA chief customer officer Mark Hassell saying the move was "part of our shared commitment to promoting Australia as a world-class destination".

Key markets covered include

the USA, with VA providing strong support for a range of tourism events in Australia including ATE and Dreamtime last year.

Tourism Australia md John O'Sullivan said the increase in funding "recognises the opportunity for further growth from some of our highest volume and most valuable markets".

MEANWHILE Virgin Australia has also revealed enhancements to its domestic lounge network, including a big expansion to the Brisbane lounge.

To be completed by mid-2015, the new Brisbane domestic lounge will double in size and feature 'Premium Entry,' allowing guests to enter directly from the kerbside valet.

And from Jul, VA will launch its first 'Premium Exit' in MEL (**TD** 07 Mar), offering seamless access to the departure pier from the lounge.

SQ Premium Economy

SINGAPORE Airlines says the "time is right" for it to introduce Premium Economy as a new cabin class, with the move revealed on Fri during the carrier's full year financial results announcement.

Features are not available at this stage, but the new SQ Premium Economy will enter service in the second half of 2015, initially on 777-300ERs and shortly thereafter on A380s.

SQ regional vice president South West Pacific, Tior Kor Tan, told **TD** "we can't provide details at this point on the deployment of our new Premium Economy across our global network, but there is no doubt this is a welcome move for our Australian customers".

Fiji Tourism ceo goes

TOURISM Fiji ceo Rick Hamilton has been removed from his position effective immediately, after telling the organisation's board he was taking a role with the tourism office of a competing destination (**TD** breaking news).

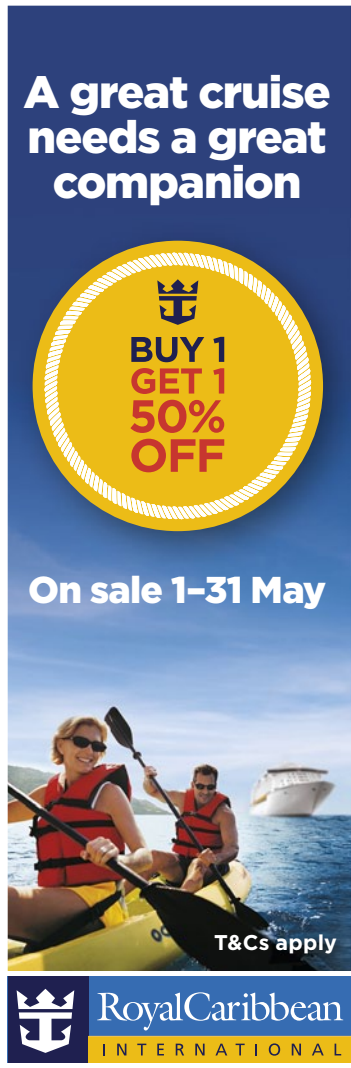
Fijian Minister for Tourism, Aiyaz Sayed-Khaiyum, said the organisation was "now placed to fit a leader with a skill set necessary for the evolution of Tourism Fiji and its strategic plan".

RCI to add 4th Oasis

ROYAL Caribbean International has confirmed an order for its fourth "Oasis-class" mega-liner, with the new ship set for delivery in 2018.


Full details in tomorrow's **Travel Daily Cruise Update**.

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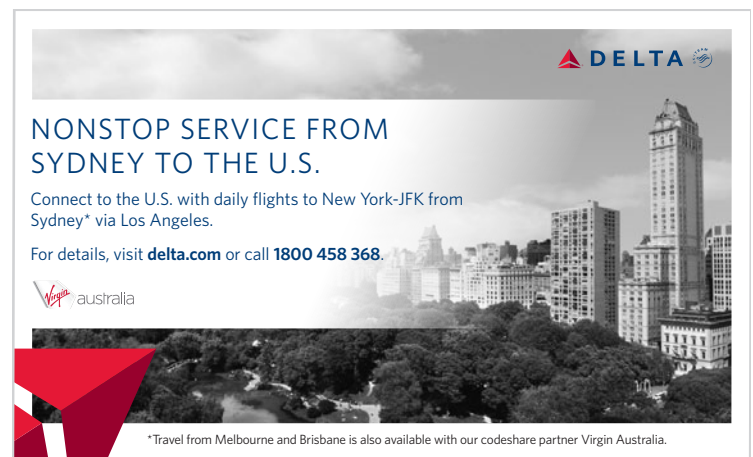
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Travel Daily

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Malaysia

Today's issue of *TD* is coming to you from Kuala Lumpur at the Select Travel Group conference.

A **GLITTERING** Awards Gala last night rounded out proceedings at the Express Ticketing conference at the Sheraton Imperial in the Malaysian capital this weekend.

In addition to new products launched (see **pg 4**), delegates learned more about the coming ATAS Accreditation scheme and enjoyed first-class Malaysian hospitality and service.

Fifteen different online airlines were represented at the event, along with guided holiday operators, cruise lines, insurance firms, GDS systems and more.

See pages **four**, **five** and **seven**.

Select supports MH

SELECT Travel Group ceo Tom Manwaring has thrown his support behind Malaysia Airlines on behalf of the group in relation to the MH370 tragedy.

Addressing delegates at the beginning of the conference this weekend, Manwaring said it was important to support its airline partners through thick and thin.

He added the carrier had been a supporter of Select for the past 35 years & the brand would do whatever it could to build the market in Australia for the carrier.

Agency competition

THE Australian travel industry needs more competition and the Select Travel Group is able to deliver this, according to the firm's ceo Tom Manwaring.

"Knowledge is the key, do not be afraid of it and we will become even stronger," Manwaring said.

Seat selection coming

EXPRESS Ticketing is planning to introduce the ability to choose a specific seat as part of event and show bookings in its Express Platform in the near future.

The system currently offers a wide range of tickets to theatre and sporting events worldwide.

Filipino wholesaler

A **NEW** Australian-based wholesaler of FIT product and escorted group tours in the Philippines is set to open its doors at the end of this month.

G'Day Philippines is the creation of Select Travel Group member and managing director Rose Delos Santos and Stephen Muscat, with the initial product range featuring 40 hotels in Manila, Boracay, Cebu and more destinations.

The range also offers a selection of small group itineraries visiting both the well-known and more hidden attractions of the capital and surrounding islands.

Ahead of its launch, G'Day Philippines has also cultivated preferred airline agreements with Singapore Airlines, Malaysia Airlines & China Southern Airlines.

A 44-page brochure detailing much of the firm's range will be released to the market on 30 May.

Further, two separate travel agent educational trips to the Philippines are in the pipeline for departure in Nov this year, with ten agents to be hosted on each.

For more information, head to www.gdayphilippines.com or phone 1300 481 213.



Window Seat

EXPRESS Ticketing has thought of everything when it comes to searching for accommodation in its Express Hotels function.

The system has added a little bit of personality to the search process, in which normally there is nothing to do but sit and wait for results to show.

After clicking on the search button, the system shows its sense of humour as it progresses by displaying messages such as "Piling fresh towels", "Tucking the bedsheets", "Calling the bell boy" and "Placing mints on pillows" prior to showing results.

IF AUSTIN Powers travelled in a bus, it would look like this.

Select Travel Group delegates to the Welcome dinner this weekend were surrounded by the colourful and fully carpeted interior (**pictured** below) in one of the three buses deployed.

AFTA chief executive Jayson Westbury summed up the unusual design by saying that if the bus somehow flipped onto its roof, at least there would be a soft landing for those inside.



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Mandarin-spoken Trafalgar trips

ESCORTED touring holiday operator Trafalgar has launched a series of guided holidays to be operated in Mandarin exclusively for Select Travel Group agents.

The initiative was announced by managing director Matt Cameron-Smith in Kuala Lumpur at the 2014 Select Travel Group conference.

Five departures of three separate Trafalgar guided holidays are now on sale to Select Group agents and scheduled to operate in Aug & Sep this year in addition to existing inventory.

So far the range consists of the 10-day Imperial Europe, 10-day Italian Discovery and 11-day Britain and Scotland holidays.

Cameron-Smith told **Travel Daily** the Mandarin departures were just the tip of the iceberg.

"It's about a great holiday experience. For those clients of Select that are comfortable having a Mandarin-speaking guide, it means they have a great

European holiday experience with a Mandarin-speaking Travel Director".

Select Travel Group ceo Tom Manwaring added the group had responded to the news very well and that some had passengers ready and waiting to go.

"It's fantastic that Trafalgar have taken the step to actually produce a tailor-made product to a specific market segment".

The Trafalgar md said that depending how the new product sold, additional holidays or more languages could be developed.

WYSE '14 conference

REGISTRATIONS for the World Youth Student & Educational (WYSE) Travel Confederation have opened ahead of the Sep event.

Over 800 delegates from 450 businesses are expected to meet in Dublin for 23 to 26 Sep event - more details at www.wystc.org.

2 'Space-Ships' debut

SCENIC Tours has boosted its fleet of 'Space-Ships' to nine following the launch of *Scenic Jade* and *Scenic Gem* this month.

Jade will operate exclusively on Scenic's 15-day Jewels of Europe River Cruise itinerary between Amsterdam and Budapest (and return), with Scenic offering city extensions to Paris and Prague.

Currently sailing on the Rhine, Main and Danube rivers, *Gem* will reposition to France come Jul, where the vessel will sail roundtrip from Paris to Honfleur on the new 11 Day Gems of the Seine River Cruise itinerary.

Using the latest cutting-edge technology, Scenic says *Gem* has been custom designed to navigate the shallow waters of the Seine further than other competing river cruise lines.

Scenic Gem differs from other 'Space-Ships', accommodating 126 guests but at the same "space ratio" as other vessels.

EK FIFA winners

EMIRATES has named the first week's winners of \$200 visa cards in its current FIFA World Cup incentive (**TD** 01 May).

The Visa Card winners are Syed Hashmi, TravelManagers Auckland; Elizabeth Bridges, Travel Counsellors Diamond Beach; Kristie Albrecht, Flight Centre Aspley; and Corinne Heng from travel.com.au.

QF New Cal extension

THE International Air Services Commission has granted an extension to Qantas allowing it an extra 12 months to fully utilise its capacity allocation on the New Caledonia route.

A year ago the IASC allocated QF 150 seats per week on the route, requiring that they be fully utilised by 31 Mar 2014.

QF says market conditions mean it's not been possible to fully utilise the capacity within the timeframe specified.

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Major prize includes Economy Class flights rather than Business or First Class flights and does not include an opportunity to meet the soccer players shown above. Conditions apply, see emiratesincentive.com. Open to Aust. & NZ citizens 18+ who: a) have a valid Aust./NZ passport with min. 6mths validity from 9/6/14; b) can travel between 9/6/14 & 14/6/14; c) are full-time employees at an eligible travel agency (see conditions for details). Group bookings (i.e. bookings of 10 or more PAX on 1 PNR) & cancelled bookings are not eligible (see conditions for details). Starts: 9am AEST 5/5/14. Ends: 11:59pm AEST 25/5/14. All draws Lvl 22/385 Bourke St, Melb, VIC 3000. Daily prizes (21 total): 2pm each business day from 6/5/14 to 26/5/14. Daily prizes (1 per daily draw): AUS\$200 Pre-Paid VISA Card. Major draw: 2:30pm AEST 26/5/14. Major winners published at emiratesincentive.com from 27/5/14. Major prizes (entries split into Aust. & NZ groups with 2 prizes for Aust. & 1 prize for NZ): Trip to 2014 FIFA World Cup™. Brazil valued at up to AUS\$ 920. Aust. Promoter: Emirates (ABN 81 073 569 696) of L17/1 York St, Sydney, NSW 2000. Permits: NSW LTPS/14/02678, VIC 14/28869, ACT/14/01227, SA/14/621



DELEGATES attending the 2014 Select Travel Group conference in Kuala Lumpur this weekend were welcomed to Malaysia as friends with a casual and relaxed cultural dinner at the Tamarind Springs Restaurant, just outside the city.

To reach the event, nothing less than a full police escort complete with road clearing officers ahead was provided for three busloads of agents and preferred partners.

On arrival, guests were greeted with drums, showered with rose petals treated from the start with plates of delicious canapes and drinks to begin the evening.

This was accompanied by an energetic and well coordinated cultural dance performance by a local troupe dressed in colourful traditional Malaysian garments and headwear.

Radio jingle for Select

A **RADIO** jingle has been created for the Select Travel Group, to hit airwaves shortly as part of the Select Group's marketing strategy.

In addition, liftouts promoting the group for clients to find their nearest agent will be inserted into the *Singtao Daily* weekend edition for 22 weeks from 01 Jul.

Sydney-based deputy director of Tourism Malaysia Yasmin Feazah Samsudin next welcomed guests, speaking briefly on the importance of the Australian source market to the Malaysian tourism industry.

Dinner was served shortly afterwards, taking the form of a series of share platters of crab, prawns, chicken, beef and more, finished by a chocolate and lemongrass mousse for dessert.

Pictured above are the Express Ticketing team members at the 2014 conference in Ari Magoutis, Mohammad Nasiry, Roni Trieu, Tom Manwaring, Charles Tran, Jackie Gordon, Loretta Erceg, Daniel James, Jonathan Nelson, Katherine Chan, Vito Romeo, Anna Ivachev, Yuki Soutar, Anthony Lau and Quynh Giang.

Use all tools available

PROMOTIONAL avenues such as shopfront screens and social media should be embraced to boost your local presence, Select Group ceo Tom Manwaring said.

He praised strong triple-digit growth in support for preferred partners, adding figures could be higher if agents used all support & booking tools at their disposal.

CHAT incentive

CHAT Tours has launched a travel agent incentive, offering a \$20 Myer Gift Card for every \$1000 worth of bookings.

Participants will also go into a draw for a \$100 gift card at the end of Jul - details 1800 22 22 22.

Kenya DFAT update

THE Department of Foreign Affairs and Trade has again reissued its Smartraveller advice for Kenya, following the bombings of a bus terminal in Mombasa and a hotel in Nyali.

DFAT continues to advise Australians to reconsider their travel to Nairobi and the Mombasa region due to high crime levels and the threat of terrorist attack.

DL to add JFK-FLL

DELTA Air Lines is set to launch a new route between New York JFK and Fort Lauderdale to service cruise market demand.

The four times daily Boeing 717 service is launching in Jan.

More Ocean Vikings

VIKING Ocean Cruises has announced two extra ocean ships, with *Viking Sea* and *Viking Sky* to both debut in 2016 as sister ships to the 930-passenger *Viking Star*.



The Ultimate Touring Experience

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Scenic Tours is the leading travel company in Australia with operations and offices in all States and overseas in New Zealand, USA, Canada, UK and Europe. Our products are global and vary from river cruising to coach touring with the common objective of exceeding customer expectations as "The Ultimate Luxury Experience".

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Reporting to the Manager of Loyalty, Direct and Digital, the successful candidate will be responsible for, but not limited to:

- Acting as a digital advisor representing digital marketing in the marketing team whilst managing all digital campaigns and activities;
- Design and deployment of all multi-channel digital campaigns such as Google, Display Network, Remarketing, Facebook PPC in conjunction with line campaigns;
- Website content management including copywriting, editing, basic coding and publishing;
- SEM strategy implementation;
- Social media strategy development and implementation;
- Weekly reporting to senior management;
- Budget management;
- Project management and stakeholder relationship building and rapport – the ability to work with many different people in different roles across the world-wide organisation.

It is essential for the applicant to possess:

- Previous online marketing experience including Social Media;
- Experience with SEO practices, social media community management, digital customer services, Electronic Direct Mail production and the ability to use digital tools such as SEOMoz and Shortstack.
- Excellent written and verbal communication skills with a high attention to detail;
- Demonstrated problem solving skills;
- The ability to adhere to strict deadlines;
- Proficient use of MS Windows, Office, Outlook, Internet, Adobe Creative Cloud (or previous version of Creative Suite), Google Analytics and basic HTML.

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Brochures of the Week

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Grand Pacific Tours - Ultimate Small Group Tours
The coach holiday operator of New Zealand has released its latest range of small group journeys, valid for departures from Sep until the end of May next year. Guests will travel in one of two brand new Ultimate Coaches offering only 20 leather seats, panoramic windows, state-of-the-art technology and more. A wide range of itineraries on both islands are on sale, with the smaller group size designed to allow guests a more in-depth and personal experience with the cities and regions visited.



Trafalgar - Autumn, Winter & Spring 2014/2015
Launched last week and now hitting shelves is the latest Trafalgar guided holiday offering, departures on offer from Nov to Mar 2015. Itineraries across 23 countries are designed to showcase the changing of the seasons. Three new CostSaver holidays in Italy, Britain and Turkey. New for 2014/15 are dedicated group holidays in France, Switzerland and Italy, along with a new Christmas itinerary seeing guests waking up on 25 Dec in St Moritz. Places on the Acclaim trip are still available to be won. View the brochure online at www.trafalgar.com/aus/brochures.



Rosie Holidays - Fiji 2014-15
Fiji and its vast range of product is exhaustively covered in the new guide from Pinpoint Travel Group brand Rosie Holidays. Product has been re-categorised based on destination rather than experience, making it easier for hotels to be identified by which region a traveller wishes to stay. New to this year's range is a more detailed map and a 'What Type of Traveller are you' section which offers tips based on traveller holiday preference, whether than be wedding, beach, romance or more.



Blue Lagoon Cruises - Cruising the Fiji Islands
Set to launch its brand new look *MV Reef Princess* as soon as this week, Blue Lagoon Cruises will resume operations of three itineraries taking guests to some of the most picturesque and remote places on the planet. Cruises offer more time for experiencing Fiji, extended by one night and allowing for exploration of villages, enjoying a traditional island feast and more. The guide offers a full rundown of the layout of the *Fiji Princess* vessel, from cabin features to deck layouts and things to do onboard. Go to www.bluelagooncruises.com/brochure/ to preview the guide.

Jumeirah expansion

MORE than 4,300 new rooms in 11 countries are set to be added to the global inventory of Arabian luxury hotelier Jumeirah Hotels & Resorts in the next three years.

The plan, formally endorsed by Dubai ruler His Highness Sheikh Mohammed bin Rashid Al Maktoum, will cost in the region of AED8 billion (AUD\$2.3 billion).

Developed Asian markets, the GCC and Chinese regions are understood to be the targets for the expanded presence.

MEANWHILE, the Jumeirah Group has said it is "seriously considering" resurrecting its Venu Hotels lifestyle property brand, according to *Arabian Business*.

The launch of the contemporary brand was first detailed in 2010 with a management agreement signed for the first Venu Hotels property in Shanghai, China.

However, the project never got off the ground due to the global financial crisis, with Jumeirah deciding at the time to "park" the brand for the time being.

Jumeirah Group ceo Gerald Lawless said no definite decision had been made on Venu but the group was "considering" it.

New Contiki nations

BELIZE, Colombia & Guatemala have been added to the list of countries to be visited by Contiki in its Latin American itineraries for the 2015-16 season.

Seven new trips taking in the new additions feature in the youth travel firm's newest Latin America season, which consists of 21 itineraries in total.

Experiences including cooking classes, zipline adventures and horse & carriage rides in Cartagena are included in the season, with available departures into Costa Rica and Mexico up by 40% and 70% respectively.

DestinationQ regos

REGISTRATIONS have opened for this year's Queensland tourism representatives for the 2014 DestinationQ Forum.

Hosted on the Sunshine Coast on 16-17 Sep, this year's forum will include optional 'Master Classes' that discuss current issues relevant to the industry.

Sessions focus on the rise of the Chinese independent traveller and building local partnerships.

Sheraton Noosa Resort & Spa and Outrigger Little Hastings Street Resort & Spa are working in partnership to deliver the 2014 DestinationQ Forum.

More at www.destq.com.au.

NSW fund application

DESTINATION NSW has opened applications for marketing activity and product development via its Regional Visitor Economy Fund.

Successful applicants will be required to enter into a matched dollar-for-dollar funding agreement with DNSW, with projects assessed on their ability to help the state reach its 2020 visitor expenditure objectives.

Applications for Contestable Funds close at 5pm on 13 Jun, and for more details, [CLICK HERE](#).

TAM shelf First class

LATIN American carrier TAM is ditching its First Class cabin on services to the US, Mexico, United Kingdom, Spain, Germany, France and Italy, effective 01 Nov.

The **oneworld** alliance member said the strategy was aimed at adding more Business Class seats.



SALES MANAGER SA - ADELAIDE

Malaysia Airlines Adelaide Sales Division requires the services of an experienced Sales Manager. Primary responsibilities include: Responsible for the Results and Activities for SA, Manage a team of Sales Staff, Manage Agreements and Fare Negotiations for State based Travel Organisations and Accounts, Develop Sales and Marketing Strategies to achieve Sales Targets, Develop/Grow and Manage Key Distribution Channels and Targeted Market Segments, Manage and Source New Business Opportunities.

Please email your application to the HR & Administration Manager sydh@malaysiaairlines.com Applications close 23 May 2014.



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Select Travel Group celebrates a year of strengths

AROUND 130 member agents from the Select Travel Group, along with Express Ticketing staff and preferred partners spent last weekend in Kuala Lumpur at the group's 2014 conference.

Breaking from convention, official proceedings kicked off at the later time of 1pm to give delegates the chance to relax in the morning or get out to explore the vibrant Malaysian capital city.



ABOVE: Hyemin Cho, Ready To Go Travel; Linna Li, Joy Travel; Tiffany Yip, All World Travel and Leonora Peluso from All World Travel.



ABOVE: Quentin Voss, Air New Zealand; Danielle Trimarchi, Virgin Australia, Felicity La Terra, Virgin Australia and Vito Romeo from Express Ticketing.



BELOW: PK Lee, Malaysia Airlines and Adam Warren from Singapore Airlines.



Select Travel Group ceo Tom Manwaring (pictured right) welcomed attendees, with his presentation followed by an update from Express Ticketing covering a rundown of the latest Express Platform innovations.

Presentations from conference major sponsors Malaysia Airlines, Sabre Pacific and The Travel Corporation rounded out the day's formalities before the group headed for dinner at the nearby Tamarind Springs Restaurant.

Day two saw preferred partners given the morning to meet with members, conducting plenary information sessions, meeting agents and answering questions.

The afternoon saw AFTA ceo Jayson Westbury go into more detail on the coming introduction of the ATAS Accreditation system as well as talk about the future of the travel agent via the coming IATA New Distribution Capability.

Concluding the event was the keynote presentation by body language author and motivational coach Allan Pease. who from the start had the audience engaged and



ABOVE: Stephen Muscat and Rose Delos Santos from G'Day Philippines.

LEFT: Mel Carrazza, Cathay Pacific; Khahn Do, South East Asia Travel and Liliana Suarez, QBE.



ABOVE: Diedre Parkes-Finch, United Airlines and Mark Hancock from Air New Zealand.



entertained with a host of practical and relatable examples on the messages agents send to clients through body language.

Delegates then donned their suits and gowns for the Express Ticketing Awards gala dinner, with the group recognising its top performers in each state, with further accolades given out by a number of partner suppliers.

From there, nothing was left but for the group to let their hair down and party the night away in Kuala Lumpur as the countdown to the 2015 conference began.

For many more photos from the weekend's festivities, see [facebook.com/traveldaily](https://www.facebook.com/traveldaily).

LEFT: Matt Cameron-Smith, Trafalgar; Dean Howarth, Qantas; James Gaskell, Creative Holidays; Jayson Westbury, AFTA and Jason Aghan from Cathay Pacific.

BELOW: Jenny Yang, JY Travel and James Shen of Odyssey Travel.



QR kk's Hamad move

A LAUNCH date of operations by Qatar Airways at the brand new Hamad International Airport in Doha has been confirmed for later this month.

"We have been planning for this day for a long time and May 27 will be a momentous day for both the State of Qatar and Qatar Airways as we commence operations from Hamad Int'l Airport," ceo Akbar Al Baker said.

Initially, Concourses A, B and C will open (D & E at a later date), capable of handling more than 30 million passengers annually.



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Lucy Donlan

from **Tourism Australia**
Lucy is the top point scorer for Round 13 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won an umbrella, courtesy of **Emirates**.

Major Prize:

Two return Economy Class airfares to Dubai with **Emirates**

Fusion fitness holiday

WELLNESS travel wholesaler Health & Fitness Travel has added a new range of holiday packages tailored to suit client demand.

Itineraries include a range of fitness activities including running, power hiking, paddle boarding, yoga, pilates and spa treatments.

Guests can choose between four and ten activities per trip across four different itinerary styles, with a private health consultation included prior to each trip.

Destinations on offer include Thailand, Philippines, Greece, Morocco, Spain and Mauritius and are priced from \$2,380ppts.

For details, phone 1300 551 353.

Native Canada hotel

CANADA'S first Aboriginal Arts Hotel dedicated to the First Nations people will open later this month in Vancouver.

Skwachàys Lodge will feature 18 boutique rooms, located within two floors of the Vancouver Native Housing Society between the city's Gastown & Chinatown districts, with rooms priced from approx AU\$230 per night.

The property was co-designed by six Aboriginal artists and a local architectural firm, with rooms themed with Indigenous artefacts including carvings, hand-woven blankets & paintings.

Boon for regional Vic

RECORD int'l visitor numbers have been reported for the ten regions surrounding Melbourne, with a 10% increase to 346,000 visitors for the year ending Dec 2013, Tourism Victoria has said.

The Murray region, Gippsland, Dandenong Ranges, Great Ocean Road and more all recorded double digit growth from both emerging and traditional markets.

Tourism Victoria said the figures showed travellers from Asia and emerging markets were becoming more independent, while established markets were rebounding after a recent slump.

Singapore visitors up

AROUND 1.13m travellers from Australia visited Singapore during the 2013 calendar year, an increase of 7% on 12 months earlier, Singapore Tourism Board revealed this morning.

Overall, Singapore welcomed 15.6 million international arrivals (also up 7% year-on-year), who stayed for 53.7 million visitor days - up 5% on the 2012 figure.

Australia retained its position as Singapore's fourth highest visitor market, trailing Indonesia (3.09m), China (2.27m) and Malaysia (1.28m).

Aussies were also the fourth highest spenders, contributing SGD\$1.078 million to Singapore's economy - a 4% rise on last year - STB reported.

Tata/SIA launch date

FLIGHT operations by the new joint venture between Singapore Airlines and India's TATA Group could be in the air by 01 Sep.

According to a 'Permission to Operate' application, the carrier plans to operate 87 flights per week in its first year and aiming to double that in its second.

The Delhi-based operation will initially begin with domestic flights in India before expanding to full-service int'l flights in time.

airberlin flat-out

AIRBERLIN has completed the installation of new Business class cabins across its A330 fleet, becoming the only German carrier to offer full-flat seats on long-haul flights.

WIN A TRIP FOR TWO TO HAWAII

Throughout May, **Travel Daily** is giving readers the chance to win a fabulous holiday to the island Oahu, courtesy of **Hawaii Tourism, Outrigger Reef on the Beach and Hawaiian Airlines**.

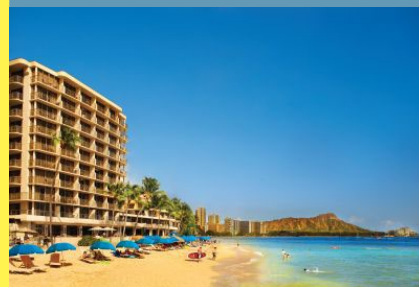
The prize includes:

- Two return economy tickets on Hawaiian Airlines between Sydney or Brisbane to Honolulu, Oahu;
- Five night stay at Outrigger Reef on the Beach in Ocean View Room plus breakfast for two;
- Round-trip shared transfers between Honolulu Airport and Outrigger Reef on the Beach.

Every day **Travel Daily** will ask a different Hawaii-related question - just read the issue and email us your answer. There will be 22 questions in total, which will also be posted on our website.

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 fantastic holiday to Hawaii.

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



Q. 8: What are the names of two Ourigger Hotels and Resorts' flagship properties on Waikiki Beach?

HAWAII TOURISM
OCEANIA

HAWAIIAN AIRLINES

OUTRIGGER HOTELS • RESORTS
The Island of Oahu
The Heart of Hawaii

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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business events news

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

****NEW ROLE****

REGIONAL RETAIL MANAGER SYD- EXECUTIVE SALARY PACKAGE

Our client provides a diverse range of products and services to the travel, tourism and resources sectors and is currently looking for a strong regional manager. Based in Sydney with the main focus of building team capability to deliver strong sales outcomes, you will be accountable for leading and developing a regional team. To be successful you will be need to be an experienced sales leader or have managed a retail outlet and ready to step up to a regional role.

GO WEST FOR THIS SENIOR ROLE SENIOR CLIENT RELATIONSHIP MANAGER PERTH – \$110K PLUS BONUS

Think all TMC's are the same? Not this one. By joining this company you will be able to make a real impact on client activity and generate the best relationships possible with your client portfolio. With your strong communication and relationship building skills you will be able to drive solutions for your clients improving expenditure and creating a lasting impression, resulting in retention & growth in your portfolio.

RARE PART TIME SALES ROLE CORPORATE BDM MEL – SALARY TO \$90K PRO RATA

Part time roles with this salary are rare so you will need to be fast to catch this one. This role requires your skills in pipeline development, rapport building, delivering compelling pitches, negotiation skills and a real hunger to win and close the deal. This national company is known for flexibility and high salaries. If you have a proven background in corporate sales this could be your next role. Ring today for a confidential chat.

A LEADERSHIP ROLE WORTH APPLYING FOR TEAM LEADER PERTH – SALARY PACKAGE \$85

Feel at home in this corporate office where you will be overseeing a team of multi skilled consultants. You will need proven leadership skills and have exceptional knowledge of corporate travel, training & development and client relationship management. This role allows you to take full management control of this office environment and manage future growth and development. Current Team Leader/2IC experience essential along with GDS.

YOU CAN'T LIVE WITHOUT TECHNOLOGY ACCOUNT MANAGER SYD- EXECUTIVE SALARY PACKAGE

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience apply today

SALES & EVENTS! 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.

6 MONTH CONTRACT BDE – EVENTS SYDNEY- UP TO \$80K

This organization is committed to delivering the best event management, group travel and incentive programs for clients of all sizes using their experience teamed with creativity and innovation. Are you looking for a foot in the door to an events role, support the BDM's of this Event company, booking meetings, following up on proposals, cold calling. If you are successful in this role you will have the chance to become an Events BDM.

MANAGE HIGH PROFILE ACCOUNTS CORPORATE ACCOUNT MANAGER SYD- \$90K PLUS BONUS

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience apply today.

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www.aaappointments.com/aus

PUT YOUR SALES INTO GEAR

THE THRILL OF FORMULA 1® JUST GOT CLOSER.

Thanks to Etihad Airways and Consolidated Travel, 6 lucky winners will be in the running to fly in comfort and style in our Pearl Business class to Abu Dhabi and experience the excitement of the 2014 FORMULA 1 ETIHAD AIRWAYS ABU DHABI GRAND PRIX.

BE IN THE RUNNING TO WIN, SIMPLY START SELLING ETIHAD AIRWAYS!

- > 3 spots will be awarded to the top sellers during the incentive period.
- > 3 more spots will be awarded to those with the highest growth during the incentive period.

BONUS!

- > Every Coral Economy Class ticket you issue will earn you a \$20 David Jones voucher;
- > Every Pearl Business or Diamond First Class ticket you issue will earn you a \$50 David Jones voucher.

INCENTIVE PERIOD:

Valid for tickets issued: 5-31 MAY 14
Valid travel period: 5 MAY-31 DEC 14



**Consolidated Travel
Group**

Terms & Conditions:

Terms and conditions apply. Valid for tickets issued by Consolidated Travel or via Quikticket during the incentive period 05-31MAY14 on EY itineraries ex Australia to all Etihad destinations on EY (607) ticket stock on the Consolidated Travel IATA only. Places on the educational will be awarded based on a minimum \$50,000 in international ticketed sales plus a minimum of 25% growth compared to the same period last year to qualify. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Valid entries will be automatically tracked by Consolidated Travel and winners announced at the end of the promotion period. The educational will depart November 2014. Cash prizes including vouchers are capped at \$7,000. This promotion is open to all full time international selling agents only. Consolidated Travel and Etihad reserve the right to withdraw or change the conditions of the promotion at any time. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 05 MAY 2014.

GET INTO GEAR AND JOIN THE RACE WITH ETIHAD AIRWAYS AND CONSOLIDATED TRAVEL!



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ETIHAD
AIRWAYS
ABU DHABI

ARE YOU READY TO TAKE THE NEXT STEP IN YOUR CAREER?

Due to an expansion strategy the Globus family is recruiting talented, self-motivated individuals to join our fun, dynamic team. If you have what it takes, we can offer you a contemporary office environment, desirable work culture and exceptional rewards.

NATIONAL SALES MANAGER

SYDNEY BASED

This is a rare opportunity for an experienced relationship focused sales manager, with a strong commercial background to lead a highly successful sales team within our organisation.

Key Responsibilities

- Develop, plan and execute upon sales strategies to achieve prescribed targets
- Negotiate, secure and manage preferred retail distribution contracts
- Manage the activities and performance of the national sales team ensuring sufficient allocation of funding and resourcing to maximise sales
- Plan for and manage a schedule of frequent domestic and international travel representing the company at conferences and events

Skills & Qualifications

- A sales orientated professional with a minimum of 5 years' experience in a B2B or B2C sales and marketing environment
- Post-graduate degree qualified in business, sales, management or related discipline is highly regarded
- Highly developed leadership, communication, negotiation and organisational skills
- Proven people and project management skills to successfully lead and navigate through constant business change

REGIONAL SALES MANAGER

SYDNEY BASED

This is an excellent opportunity for a Regional Sales Manager experienced in efficiently managing a sales team, hiring, supervising, coaching and motivating direct sales reports.

Key Responsibilities

- Positively impact the performance and activities of sales team members
- Proactively monitor sales activity ensuring sales activity meets with company expectations
- Ensure key account strategies align with field force tactics
- Direct and support the consistent implementation of company sales initiatives

Skills & Qualifications

- Over 3 years' experience in a B2B or B2C sales environment
- 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

AREA SALES MANAGER

MELBOURNE BASED

Key Responsibilities

- Create and implement a territory business plan to drive sales initiatives
- Build and maintain rapport with travel agency managers and consultants to generate favourable commercial outcomes
- Represent the company at events, expos and consumer film nights
- Train and develop travel consultants across our brands and promotional opportunities

Skills & Qualifications

- Minimum 3 years of business development experience in retail, corporate or wholesale travel
- Excellent written, verbal and presentation skills
- An ability to build and nurture relationships
- Business acumen with an ability to affect change

CONTENT MANAGEMENT TEAM LEADER

SYDNEY BASED

Key Responsibilities

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

Skills & Qualifications

- 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 with the position title in the subject line by 23 May 2014.

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

CLICK HERE
for more information on **LinkedIn**

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