



Travel Daily

First with the news

Friday 11th November 2016



Travel Daily

on location in

San Francisco

Today's issue of *TD* is coming to you courtesy of the Express Travel Group, which is hosting its annual Independent Travel Group Business Forum here.

ATTENDEES at the ITG event in San Francisco are making the most of the City by the Bay, experiencing local attractions such as Alcatraz, the Golden Gate Bridge and nearby Sausalito.

The conference is taking place at the W Hotel, close to the downtown Union Square area which offers great bars and restaurants as well as fabulous shopping - meaning the credit cards are taking a pounding - mostly on items like these fabulous presidential socks.



italktravel cash dividend

EXCLUSIVE

EXPRESS Travel Group will pay a cash dividend to each store in its italktravel franchise network, with the payout announced this morning to members of the group at the annual Independent Travel Group Business Forum in San Francisco.

ETG ceo Tom Manwaring told *Travel Daily* the payment will be made before Christmas, and comes on top of the low entry cost into the italktravel franchise as well as the 'best of market' overrides and incentives already received by franchise members throughout the year.

"We are very proud of the effort and fantastic work our italktravel franchise members have put into their businesses during the past financial year," Manwaring said.

"The well-deserved cherry on top is the declaration of an unrestricted cash dividend

payment," the ETG chief added.

Manwaring said the profit payout was "a key differentiator of the group's value proposition, in that each and every store has a fully transparent stake in the italktravel entity".

He said it was pleasing the italktravel brand was able to share profits in only its second full year of operation.

italktravel members have gathered in Sausalito today for a special owners session prior to the full ITG Forum which kicks off tomorrow morning at the W Hotel San Francisco.

Today's issue of TD

Travel Daily today has seven pages of news and photos, plus full pages from: (**click**)

- Air New Zealand
- Travel Trade Recruitment
- Fiji Airways

Qantas VR app

A **NEW** app offering people a chance to explore a destination before physically travelling has been unveiled by Qantas today.

The virtual reality app, dubbed Qantas VR, is available for iPhone, Android, Samsung Gear, Oculus Rift and HTC Vive devices and enables users to book flights to the highlighted destination directly from the application.

Currently, 13 videos have been produced on Kakadu, Uluru and Alice Springs in the Northern Territory; Sydney Harbour and Vivid Sydney; and Hamilton Island, Queensland & more, while others are in the pipeline.

See www.qantas.com/VR.

Fiji Airways recruiting

APPLICATIONS are open for a Sydney-based channel exec role at Fiji Airways on a 12-month maternity leave basis.

For full details, see **page 10**.

MORE FUN AHEAD AS CARNIVAL UNVEILS CRUISES FROM MELBOURNE & SINGAPORE



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PEREGRINE

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*T&C'S APPLY

Cairns Rydges sold

RYDGES Esplanade Cairns Resort, recently acquired by Malay Investment firm Mulpha Int'l for \$40 million, will continue to be operated by Event Hospitality & Entertainment's Rydges Hotels & Resorts brand, the firm said today.

Webjet FIT Ruums debut

ONLINE travel company Webjet yesterday revealed further details of its \$3 million FIT Ruums project (**TD Wed**) which it plans to roll out later this month in Asia.

The business-to-business travel distributor is a platform offering an array of travel services to the Asian travel trade, such as hotel rooms and transfers, targeting an increase in travellers who prefer to package their own holiday as opposed to joining a group trip.

FIT Ruums currently has access to more than 130,000 hotel properties, sourced directly or via more than 300 DMCs and is in talks with multiple other National Tourism Organisations.

Webjet has high aspirations for the project, saying it aims to make FIT Ruums "the strongest travel content aggregator and distributor in Asia, and a one-stop shop for both suppliers & clients".

Operating under Webjet's B2B

division, WebBeds FZ (which also includes Lots of Hotels in North America, the Middle East & Africa and Sunhotels in Europe), the project is being led by newly recruited director, Daryl Lee.

Lee said the rising affluence of Asian countries was driving a new travelling class, moving away from groups towards the Free Independent Travel (FIT) sector.

"FIT Ruums is perfectly positioned to capitalise on this trend, delivering the widest range of travel content in the region.

"For Webjet, this is the right time to invest in Asia," Lee said.

FIT Ruums will hone in on the Singapore, South Korea, Hong Kong, Taiwan, Japan, Thailand, Indonesia and India markets.

Asia hotel investment

ASIAN investors have injected \$5 billion more into Australian hotel acquisitions over the past eight years than domestic backers, according to new research from CBRE Hotels.

During the period Asian investors ploughed \$8.2 billion into Australian hotel purchases as opposed to the domestic spend of just \$3.2 billion.

CBRE said a key attraction for offshore investors was the current strength in the Australian hotel market, with occupancy rates, average daily rates and revenue per available room all having increased this year.

Back-Roads new gm

FORMER Scoot general manager Australia Dennis Basham has been recruited by Flight Centre-owned Back-Roads Touring as its new country manager for Australia and New Zealand.

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Aircalin country boss

FORMER Helloworld Limited executive Chris Thistlewaite has been appointed as country manager for Aircalin Australia.

Thistlewaite has 17 years industry experience in sales, management, operations and business development.

He was previously national ops manager at HLO & national sales manager for Harvey World Travel.

Based in Sydney, he took up the position at the start of the month.

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Switch for Cover-More

COVER-MORE Group Ltd has announced plans to establish a new agreement with underwriter Berkshire Hathaway Specialty Insurance Company, a first step towards implementing a "new global underwriting panel".

Ahead of its AGM yesterday, the group said it had formed a binding heads of agreement with BHSI, paving the way for a termination of its existing underwriter, Munich Re's Great Lakes Australia.

Cover-More and BHSI currently work together in the US where they offer online travel insurance.

"The new agreement will expand the relationship to include the appointment of BHSI as Cover-More's primary

underwriter in Australia and New Zealand and the identification of business opportunities in other markets," the company said in a statement to shareholders.

The new relationship would not impact on existing agreements with Transamerica, the underwriter for Cover-More's recently acquired Traveler Insurances Services and Flight Centre USA.

President of BHSI Australasia Chris Colahan said the deal made for "a formidable partnership in the global insurance market" and would add scale to Cover-More's insurance, optimisation and medical assistance capability.

The new partnership will run for five years.

Emirates profits sink

EMIRATES Group profit took a blow, sinking 64% to US\$364 million in H1 2016/17 on the prior corresponding period, according to the airline's results.

The drop was attributed to the double impact of a strong US dollar and challenging operating environment for the airline and travel business.

A total of 28 million passengers were carried by Emirates airline, up 9%, on an overall capacity expansion of 9%, while revenue was down 1% to US\$11.4 billion.

The dnata division's revenue, including other operating income, climbed 14% to US\$1.6 billion, underpinned by the company's recent acquisitions in its ground handling businesses in Europe and the Americas.



Window Seat

PASSENGERS on the inaugural British Airways' flight from London Heathrow to Moscow were treated to some very special in-flight entertainment.

Katherine Jenkins and the dancers of the Bolshoi Ballet popped up in First class on the airline's new Boeing 787-9 *Dreamliner* to perform the world's first ballet and musical performance at 41,000 feet.

The dancers were accompanied by Welsh Mezzo soprano Katherine Jenkins, who gave a rendition of *Somewhere Over the Rainbow*.

British Airways' new First cabin has been introduced on the route, featuring just eight seats in comparison to the 14 seats available on other British Airways long-haul aircraft.

CLICK HERE to see the video.

QF, JQ Japan webinar

QANTAS Agency Partnerships will hold 15 minute webinars on 16 Nov covering Qantas and Jetstar services to/from and within Japan.

Four session times are available for the "Grow your knowledge: Japan with Qantas and Jetstar" webinars - **CLICK HERE** to register.

US travel exodus

CHEAPFLIGHTS has reported a massive 55.3% downturn in overall searches for flights from Australia to the USA when compared to Jul this year.

The company says the drop is a direct result of the "controversial and heated" election campaign.

Cheapflights said they're confident Aussies will continue to want to visit the USA but only time will tell the full impact of the 'Trump Effect'.

After Trump's victory, searches for one-way flights from the US to Canada spike 1,000% over the average volume in the same window over the last four weeks.

NZ tourism projects

AN ASTRONOMY centre at Lake Tekapo and a suite of luxury glass cabins in remote locations will receive funding from NZ's Tourism Growth Partnership.

The Earth & Sky 'Window to the Universe' Astronomy Centre in Tekapo will receive NZ\$3 million in co-funding while NZ\$475,000 has been allocated to PurePods.

PurePods will be self-contained glass units in 30 NZ locations.

Congratulations to **Barbara Baron** from **helloworld** Associate Store **Sylvania Travel and Cruise** on winning the 2016 Avis Travel Agent Scholarship!!



Scholarship recipient Barbara Baron and Director Vivien Davies from Sylvania Travel and Cruise.

The coveted scholarship is in its 20th year and is awarded in recognition of excellence in customer service.

Congratulations from all at **helloworld** on this major achievement, it is a much-deserved win!



AA Appointments, Changing Times pact

AA APPOINTMENTS has partnered with Changing Times to offer mentoring services for people within the travel and hospitality industry.

Changing Times offers coaching and support to individuals to help them build their career, particularly if someone is looking to change their role, or gain internal promotion.

The programs are tailored for each candidate from entry to executive level while employers can also benefit from a business coaching program focused on company culture and goals.

For more information about the initiatives email Richard Savva at hello@changingtimes.net.au.

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Melb rooms less full

ACCOMMODATION listings in Melbourne saw a small decline in room occupancy levels during the month of Oct, preliminary data released by STR indicates.

According to reported daily data, there was a 1.7% dip in occupancy rates (to 87.3%) compared to the same time last year, while supply increased 3.2% and average daily room rates rose to \$206.45.

The Melbourne Festival & five-day World Congress of Intelligent Transport helped fill rooms.

AS Premium on sale

PASSENGERS looking for a little more leg room, early boarding, snacks and complimentary drinks can now book into Alaska Airlines Premium Class section.

On sale now, the class will be available for travel on select routes from 05 Jan as the airline undertakes a retrofit of its all-Boeing fleet.

Ambassador reminder

AGENTS have until midnight 14 Nov to go in the running to win prizes by completing this year's Rail Plus Eurostar Ambassador training program (**TD** 31 Oct).

Those who score 60% and up will receive a Rail Plus Eurostar Ambassador certificate and the top consultant will win a limousine ride to an English high tea in their home city for them and five friends.

CLICK HERE for more info.

Wilpena \$200k grant

THE South Australian Government has set aside \$200,000 to support Wilpena Pound Resort's establishment of new infrastructure to improve its tourism experience.

The project is worth a total of \$400,000 and will create new cooking facilities for two of the property's accommodation offerings – the Ikara Safari Camp and the Wilpena campground.



Eat your fill in Wellington in the November issue of travelBulletin.

CLICK HERE to read travelBulletin

Hainan's XIY/MEL touchdown




THE first Hainan Airlines flight travelling from Xi'an landed at Melbourne's Tullamarine Airport at 0700 on Wed.

Serviced by A330 aircraft, the 11-hour trip carried 246 pax. Hainan Airlines also introduced a Changsha-Melbourne non-stop flight the same day.


The Xi'an-Melbourne service operates on Tue and Fri and returns on Wed and Sat, while the Changsha-Melbourne departs Wed and Sun and heads back to China on Mon and Thu.

The Hainan Airlines maiden flight is **pictured** above touching down in Melbourne.

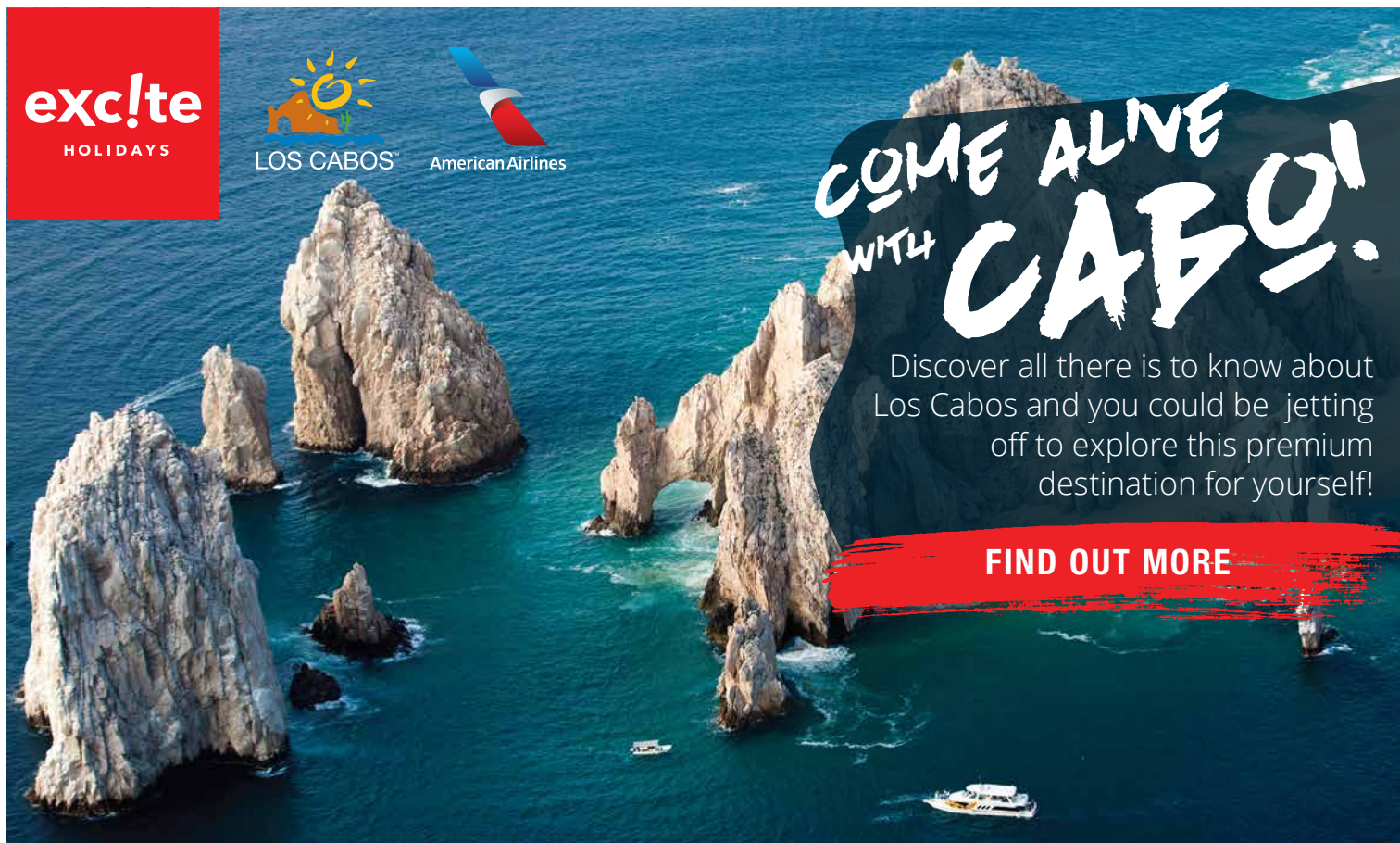
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The Sandstones hotel vision



DEVELOPERS of Sydney's historic Sandstones buildings on Bridge Street will convert the heritage-listed structures into a luxury hotel (pictured) offering more than 250 rooms and suites. Yesterday, Singapore-based Pontiac Land Group lodged its development application with the NSW Government for the Lands & Education buildings, with plans set to open up the landmark sites to locals and tourists alike. Costs of the project have jumped to \$300m, up from the earmarked \$250m estimated earlier this year. The development spans two blocks and "will guarantee their preservation and set a new

benchmark for hotels & hospitality in Australia," Pontiac Land said. Separated by Loftus Street, a subterranean connection will link the Education Building - where the majority of the property's rooms (192) will be contained - with the Lands Building, where there will be some 61 keys. Pontiac enlisted Make Architects to design the future "world leading hotel" in Sydney. "In creating Sydney's grand hotel, we will be opening up these historic spaces as the city's drawing room, while for the first time providing equitable access throughout," Make Architect's Ian Lomas said.

P&O pax dies on tour

P&O Cruises in the UK has confirmed a passenger on one of its voyages from Southampton to the Caribbean was killed on Wed after the vehicle he was on during a shore excursion crashed.

There were 12 people on the bus, 10 of which were pax from *Azure*, at the time of the accident on the island of Dominica.

The cause of the accident is unknown, P&O said.

"One passenger has sadly died of their injuries.

"Another nine were injured and treated at a local hospital, with the majority now discharged," the cruise line said in a statement.

P&O has activated its Care team to assist those affected by the accident, with the company emphasising it "only works with pre-approved excursion providers that meet its exacting standards of health and safety".

Nanea Villas res open

BOOKINGS for the all-villa The Westin Nanea Ocean Villas on the Hawaiian island of Maui have now opened.

Scheduled to welcome guests from May, the luxurious property boasts a whopping 390 one-, two- and three-bedroom villas and is located on a pristine stretch of Maui's North Kaanapali Beach.

Friday 11th Nov 2016

Rail product changes

EFFECTIVE 01 Jan, a range of changes to improve the customer experience will come into effect on select rail services.

Rail Europe advises a new Eurail Italy-Switzerland pass will come online, offering 4, 5, 6, 8 and 10 days of travel within two months.

There's also a fresh Eurail France Pass, available for 3, 4, 5 and 8 days of travel within one month.

Elsewhere, Rail Europe is nudging up the minimum age for all Eurail and German Rail youth passes by two years, to now be up to 27 years.

Ahead of the changes on 11 Jun, Rail Europe revealed all CityNightLine services will cease to operate, with OBB taking over the Munich-Rome, Munich-Venice & Zurich-Hamburg routes.

Eurail passholders will also be granted special fares on Eurostar's main routes of London to Ashford, Ebbsfleet (to Paris), Brussels, Lille, Calais and Disneyland Park.

Fares start at €30 for Standard & €38 for standard Premier.

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South Africa	\$1,609*	South Africa	\$7,899*

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Hello Tomorrow



*Terms and conditions: Offer ends 21 November 2016 unless sold out prior. Airfares are inclusive of taxes and surcharges correct as of 22 August 2016 and subject to currency fluctuation. Economy Class low season travel periods to UK/Europe/Ireland: 1 February to 28 March 2017; Africa: 1 February to 23 May 2017 and 31 July to 30 September 2017; The Middle East: 1 February to 31 March 2017 and 23 April to 23 May 2017 and 2 August - 30 September 2017. Business Class travel period: 1 February to 30 September 2017. Seat availability from Dubai to Australia is restricted at peak inbound demand periods, including but not limited to 30 September to 17 October 2017. Bookings can only be made up to 11 months in advance. Advertised airfares are for return travel from Melbourne on Sunday through to Thursday. Day of week and peak season surcharges apply. More travel periods, destinations and fares are available from Sydney, Perth, Adelaide and Brisbane. Offer subject to availability and flight restrictions apply. Cancellation and change fees apply. For full terms and conditions, see your GDS, visit emiratesagents.com/au, or call Emirates on 1300 303 777. Other conditions apply and offer subject to change.

Friday 11th Nov 2016

Austria border alert

SMARTTRAVELLER is advising Australians travelling in Austria to carry their passports when crossing borders into or from the country due to the temporary immigration controls in operation at some road and rail border crossing points with Germany, Hungary, Italy and Slovenia.

For updates, monitor local media and check in with your transport providers.

TUI Peakwork stake

TUI Ventures has acquired a 15.4% stake in travel industry software specialist Peakwork AG.

The two companies are now aiming to establish a global market standard for the distribution of tourism services.

TUI said their purchase of the company marks their entry into "an innovative IT technology and a highly scalable business, aimed at further accelerating the pace of TUI's growth".

NT mulls ridesharing

A **STEERING** committee has been established to develop a model for ridesharing in the Northern Territory.

The committee is made up of key stakeholders and industry representatives and is set to provide a report to the government in early 2017 on how to develop a simple and effective model to legalise ridesharing services in the territory.

NP360 maintenance

HONG Kong's NP360 Cable Car will suspend its services for a rope replacement project from early Jan to Jun 2017.

During this time Ngong Ping Village will remain open and visitors can take public transport or join NP360's bus tour there.

Sunrise to Dubai

AS PART of Dubai Tourism's family visitation push, Channel 7's breakfast show *Sunrise* will visit Dubai next week to check out the newly opened IMG Worlds of Adventure, Legoland and Bollywood theme parks.

Four families will win a chance to join the *Sunrise* team in Dubai, [CLICK HERE](#) for more.

Sunnies out in Kaohsiung!



MANDARIN World Tours, Taiwan Tourism Bureau and EVA Air recently joined forces to showcase Taiwan to a group of travel agents.

Over seven days, the agents explored some of Taiwan's most beautiful sites and cities.

Pictured at the entry of the 40 year old Dragon and Tiger temple at Lotus Pond in Kaohsiung, the southern most city of Taiwan, from left (back row) are: Andrew Denishensky, Travel Counsellors; Michelle

Talvi, MTA Travel; Denise Dean, TravelManagers; Patty Poutanen, TravelManagers; Cheryl Andrews, Travel Counsellors; Jacob Bartlett, MTA Travel; Kelly De Lore, helloworld Jesmond; Nicole Prestipino, helloworld Drysdale; Elle Willmott, Mandarin World Tours; Alun Toner, Toners Travel & Cruise; Edward Versace (New Zealand agent) and Phoenix Liu from EVA Air.

In front are: David Streek, Consolidated Travel, and Merryn Edwards, Andy's World Travel.

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* Please note that we would love to be able to contact everyone personally, however, this is not always possible. If you have not heard from us within 4 weeks of submitting your application, we thank you for your interest in joining the QBT team but on this occasion your application was not shortlisted.

Wholesale Reservations Consultant – after hours team

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If you think you would be a great fit please send your resume through today.careers@helloworld.com.au



Opera House Lounge

THE Sydney Opera House has launched a lounge in partnership with Samsung, allowing visitors to enjoy art and culture through technology.



Travel Specials

WELCOME to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

Leisure Inn Pokolbin is offering a midweek family Christmas light special. From \$249 per room per night (minimum two night stay) families will get accommodation in a two bedroom apartment with one queen bed and two single beds along with night tickets to the Hunter Valley Garden Christmas Light Spectacular. **CLICK HERE** to book.

Enjoy a spring gourmet getaway at **The Richardson Hotel & Spa** in Perth. From \$590 couples will receive one night in a one bedroom suite, a three course dinner for two, breakfast for two, afternoon tea for two and a 15% spa discount. Available until 30 Dec. Call (08) 9217 8888.

PARKROYAL Darling Harbour Sydney has a summer package available with prices starting from \$245 per room with accommodation and breakfast for children under 12 at no cost. The special is valid for stays from 11 Dec to 16 Jan. Phone (02) 9261 1188 to book.

Take advantage of a five-night package priced from \$1599pp at The Modern Honolulu when booking via **The Celebration Travel Company**. Deal includes accom, in a deluxe room, car hire, and an Oahu Pass to 34 attractions. See celebrationtravelcompany.com.au.

Metro Hotel Perth has a special rate from \$119 per night in a Standard Room (Fri to Sun only) on offer, including full breakfast for two adults, free car parking and wi-fi. Valid until 23 Jan. Book online only at www.metrohotels.com.au.

Win a Variety Cruises experience

This month Travel Daily, Variety Cruises and Discover the World are giving readers a chance to win a yacht cruise experience on the Glories of Spain and Portugal cruise, sailing on board *M/S Panorama II*. The total prize value is AU\$7,710.

To win, answer every daily question correctly and have the most creative final answer. Send your answers to variety@traveldaily.com.au

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Variety Cruises

TERMS AND CONDITIONS



9. Where does motor sailer Galileo cruise?

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 at www.traveldaily.com.au.

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GNTO show is thirsty work!



THE annual German National Tourist Office tri-city roadshow was held this week in Melbourne, Brisbane and Sydney, promoting the destination to the trade.

This year's showcase involved 12 partners, with the delegation welcoming 85-100 travel agents to 'Ancient to Modern' themed events in each city.

Guests donned medieval attire and enjoyed nibbles, drinks and theatre-style productions to get a taste of ancient and modern German culture.

In each city, a major prize of a trip to Germany, sponsored by Lufthansa German Airlines was given away, with the lucky winners: Bernadette Jones, STA Travel South Bank (Melbourne), Sarah Neverman, helloworld Kenmore (Brisbane) and Richard

Irvine, Trans Am Travel (Sydney).

GNTO director Australia Stefanie Eberhard said the show was an excellent platform to "educate the travel trade about Germany's unique offering and share what's new for 2017, including the upcoming anniversary of Martin Luther's Reformation".

Pictured at the Sydney show from left are Zack Redfern, Expedia TAAP; Tamas Hanyi, Air Berlin; Kat Wanoa, Gate7; Roland Hund, Miller Incoming; Paddy McClelland, TFE Hotels; Stefanie Eberhard, GNTO; Joachim John, DB Germany Railways; Cheree Farrell, Albatross Tours; Giovanni DiStefanie, Lufthansa Group; Jess and Breeanna Donohoe, Collette; Traute Tuckfeld, Visit Berlin and Ashley Reynolds from Tempo Holidays.

Lunch with Benefits

SYDNEY Swissotel has introduced a 'Lunch with Benefits' at its Crossroads Bar, aimed at business people needing a quick, healthy meal.

The 45-minute lunch is offered on weekdays with a choice of three dishes changing weekly and a glass of detox juice.

Niseko early snow

JAPAN'S ski season is off to an early start with good snowfalls reported from Niseko.

SkiJapan.com says cover for this time of year is "extraordinary" thanks to steady falls over recent weeks, including 30cm in the past two nights.

TTF points to stats

TOURISM and Transport Forum Australia (TTF) has highlighted the latest tourism arrival statistics in its campaign against an increase to the Passenger Movement Charge (PMC).

With ABS figures yesterday showing overseas arrivals reached 8.1 million for the first time during the 12 months to Sep, TTF ceo Margy Osmond said the growth was further proof why the Federal Government should not increase the PMC.

"We simply cannot keep increasing the taxes and charges on travelling to Australia and believe that it will not have any effect on the number of visitors coming to our country," she said.

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Wholesale Cruise Travel Consultant

Gold Coast, Up to \$50k Base + Comms, Ref: 2426S23

This is a niche and unique opportunity for an experienced travel agent to be part of something different. You will be looking after cruise & land packages that consist on average of \$20K or more per booking with a fantastic office culture and a stable working environment. This company has extremely low staff turnover, so if you are looking to be rewarded with uncapped earning potential, travel vouchers and also a brilliant base salary for today's market, then look no further!

For more information please call Serena on (07) 3123 6107 or click [APPLY](#) now.

Business Development Manager

Sydney, Competitive Salary + Bonus, Ref: 1858S2J

Do you have an understanding of Corporate Travel, BD experience and a proven sales record? A leading Travel Management company are looking for a new BDM to assist with their ongoing expansion across the travel market. You will be sourcing new leads, building rapport & developing relationships with key prospects. Targeting the SME market there is fantastic earning potential with uncapped commission & this is a great chance to develop your BDM & corporate travel experience with a leading TMC.

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

Wholesale Travel Consultant

Melbourne, \$40-55k Package, Ref: 2510KF8

This well respected travel company is expanding rapidly due to huge growth and they are looking for wholesale travel consultants to join their fun and enthusiastic team. This role is a fantastic opportunity to join one of the leading travel companies in the world. Every day will be different with plenty of enquiries coming through! Book hotel, flight and tour reservations for individuals and groups via reservation system or direct with the suppliers and create tailor made itineraries.

For more information please call Katie on (03) 9988 0616 or click [APPLY](#) now.

Leisure Travel Consultant

Adelaide, Circa \$45-50k + Super, Ref: 2521SO1

This exceptional and exciting company are looking for someone to join their team and this person will enjoy all the benefits of working with one of the busiest city agencies. This is a great role for an experienced consultant and you will be selling cruises, groups, FIT and you will enjoy working in a fast paced, buoyant organisation where a key element of the position is working together in a strong team environment. You will have a good general knowledge of worldwide destinations.

For more information please call Sarah on (08) 6365 4313 or click [APPLY](#) now.

Cruise Product Manager

Brisbane, \$60-65k + Incentives, Ref: 2570CN1

Take charge in making decisions to generate profitable revenue by developing products. You will be the core part of the business and will be responsible in developing and maintaining marketing and sales plans, strong relationships with suppliers, sharing ideas to improve and grow the business and team working. Strong cruise experience, along with cruise booking systems knowledge and personal cruise travel yourself is a must. Great salary & amazing incentives are perks to the role.

For more information please call Chandini on (07) 3123 6107 or click [APPLY](#) now.

Experienced Travel Designer

Sydney CBD, \$50k Package + High Comms, Ref: 2059PE1

This fast-paced high end office is looking for an experienced mature travel consultant to come on board and join their busy team, If your sick of price beats and finding the cheapest deals, this role offers a step away from all of this and the opportunity to consult and sell high end product to repeat clientele and referrals. Even better; take your weekends back as the office is open Monday to Friday only. It's a dream role for a consultant looking for a change and an exciting new challenge.

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

French/German Speaking Travel Consultant

Melbourne, Up to \$55k, Ref: 2514HC1

Are you a fluent French/German speaking travel professional? This is your chance to work in a travel consultant role for a Global Travel & Concierge Company! If you can speak fluent French or German and have good and organisation skills then this could be the job for you! This role is to ensure that all operations and reservations for your clients are completed in a timely manner. You will develop and maintain excellent working relationships with suppliers and service providers.

For more information please call Hannah on (03) 9988 0616 or click [APPLY](#) now.

Corporate Travel Consultant

Perth, Attractive Package, Ref: 2568SO1

Do you have solid fare knowledge, use of a GDS and want to work for a leading Corporate Travel company? If you are looking for your next step in Corporate Travel this is the perfect role. This Perth based TMC is seeking an experienced corporate travel consultant. This is a varied and exciting role with a fantastic client. If you are driven by success and love working within the travel industry, delivering outstanding customer service in a busy office environment this is the role for you!

For more information please call Sarah on (08) 6365 4313 or click [APPLY](#) now.



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Fiji's National Carrier has a proud and rich tradition of creating unforgettable memories for our customers. We are an airline with a proud past and a bright future. At Fiji Airways we are passionate to be the best. We are currently looking for a driven and passionate individual to join our team in our Sydney office for the following role:

CHANNEL EXECUTIVE - SYDNEY (Fixed term - 12 months maternity leave cover)

As the Channel Executive you will promote Fiji Airways sales through effective working relationships with key trade partners in order to exceed targets. You must have a detailed understanding of the opportunities with each trade partner. You must create and implement plans in order to optimize channel performance. You will work closely with the Regional General Manager Australia to ensure effective use of agreed marketing resources. You must support the regions overall business objectives and work as a team to ensure the region's overall objectives are met and exceeded. You will monitor and provide insights in your respective channels to Marketing.

To be successful in the role you must possess a Bachelor's degree in Business or Marketing field, with strong academic performance. You must have at least five (5) years of sales and/or marketing experience in the travel and tourism industry and must have experience in an agency environment and exposure to a range of selling methodologies, especially B2B relationship management. You must have strong analytical skills and willingness to learn. You must have sound business acumen. High level of proficiency in Excel, Word, PowerPoint and other business tools. Excellent written and verbal communication skills. You must be able to embrace change with an innovative approach to problem solving. You must enjoy presenting and be able to manage your own time and tasks.

Applicants must be legally entitled to work in Australia.

Applications close on Saturday 19th November 2016

If you think you have what it takes and want to be part of our world visit our Careers Page and apply online at fijiairways.com/careers. Fiji Airways thanks all applicants, however, only those qualified will be screened and only those selected for an interview will be contacted.



fijiairways.com/careers