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Kocijan to G Adv

RAIL Plus' commercial director Ingrid Kocijan is set to depart the company having been appointed as G Adventures' director of sales for Australia/New Zealand.

The newly created local role will see G Adventures capitalise on Kocijan's 12 years' rail experience, spanning positions as assistant sales & marketing manager at Rail Plus Australia and as Australasia manager for Rail Europe.

Kocijan will join G Adventures' national sales manager Matt Drummond and a team of "global purpose specialists" to provide outreach, education and sales support for the ANZ travel trade.

G Adv's md Australia/NZ Adrian Piotto said Kocijan had a "proven track record of growing sales" and brought extensive sales and marketing experience to the role.

Kocijan will conclude her role at Rail Plus this week, commencing in her new position with the adventure touring firm on 02 Jan. More appointments on **page 7**.

Hrdlicka exits QF Group

QANTAS Group executive Jayne Hrdlicka has been named as the new managing director and ceo of The a2 Milk Company, succeeding Geoffrey Babidge who will retire from the role during the 2017/18 calendar year.

Hrdlicka served Qantas Group for seven years and in Aug was promoted to the role of chief executive of Qantas Loyalty (taking effect in Nov) as part of an executive shuffle (**TD 28 Aug**).

Before that she was ceo of the Jetstar Group for five years, overseeing the expansion of Jetstar in Asia, primarily in Japan,

and broadening the LCC's ops into regional New Zealand and its core Australian operation.

She joined the Australian flag-carrier in 2010 as group executive of strategy and technology.

Qantas Group ceo Alan Joyce said Hrdlicka had made "a tremendous contribution" to the company, particularly Jetstar.

"Jayne has been instrumental in the expansion of Jetstar in Asia and she leaves us with our best wishes for her next challenge," Joyce commented.

An appointment to the role of Qantas Loyalty ceo is earmarked to be made in the new year.

Hrdlicka is expected to commence her role at The a2 Milk Company at the start of the 2019 financial year.

Today's issue of TD

Travel Daily today has seven pages of news, including a photo page for **Atout France** plus full pages from:

- One&Only The Palm Dubai
- AA Appointments jobs
- Banff Lake product page

UA adds SFO/PPT

UNITED Airlines has announced it is introducing new seasonal services to Papeete, Tahiti ex San Francisco, from 30 Oct to 28 Mar.

Subject to government approval, the route will be operated on a thrice weekly basis using Boeing 787 *Dreamliner* aircraft.

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Emirates

Mariner circumnav

REGENT Seven Seas Cruises this morning confirmed next year's circumnavigation of Australia itinerary on *Seven Seas Mariner* has been enhanced as part of its 'Grand Voyage' collection.

The 36-night cruise departs Sydney on 15 Dec 2018 and includes port calls at Airlie Beach, Mooloolaba, Townsville, Cairns, Broome, Exmouth, Esperance, Kangaroo Island, Adelaide, Portland, Burnie and more.

Also included in the around-Australia voyage are stops in Papua New Guinea and Bali.

Deluxe Veranda Suites lead in at \$33,120ppts - see www.rssc.com.

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QF Grp SIN update

QANTAS Group this afternoon announced changes to its services between Australia and Singapore, including the earlier return of A380s on the Sydney route.

Airbus A330s will be replaced on QF81/82 by A380s between 04 Mar and 24 Mar, dovetailing with the revised QF1/2 service through Singapore to London Heathrow, resuming 25 Mar.

During the three week period, the daily QF5/6 SYD-SIN service will operate four times a week on Mon, Thu, Fri and Sun.

QF's PER-SIN route will operate double daily year-round from 08 Apr using Boeing 737-800s, while Jetstar Asia will drop the same route effective 25 Mar.

Jetstar will also reduce its MEL-SIN service from five to twice weekly, effective 25 Mar.



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Webjet in-app messages

WEBJET has introduced an in-app mobile messaging service in conjunction with technology company LivePerson, giving its users access to a new form of pre- and post-sales support.

The online giant already utilises LivePerson's LiveEngage web chat technology on its website, and will now allow customers to communicate in a similar form through its app.

"The move to offer in-app messaging expands the way customers can engage with Webjet from our existing voice, email and chat contact channels," said Webjet country manager David Gall.

"Mobile messaging provides an

additional avenue for us to have conversations with customers at their convenience."

The company says the new system has already resulted in a 54% increase in "text-based service engagements".

It says the system allows for multiple conversations to take place over time within one message thread and reduces the frustration of being placed on hold as wait times are replaced by push notifications.

LivePerson regional VP Andrew Cannington said customers had largely moved away from voice-based communications.

"We believe a new precedent will be set for travel companies, making mobile messaging the new norm," he said.

APT digital recruit

APT Travel Group has recruited former Ogilvy Melbourne head of digital Alistair Bruyns as its digital customer experience manager.

Mumbrella reports Bruyns is departing after a year at Ogilvy where he was in charge of the agency's digital practice, including social, creative, project management and technology.

Virgin wi-fi to LAX

VIRGIN Australia will today introduce inflight wi-fi on its VA23 Melbourne to Los Angeles flight as part of a beta testing phase.

An initial Boeing 777 aircraft VH-VPE has been fitted with wi-fi technology and will operate on routes between Los Angeles and Melbourne, Sydney and Brisbane before being introduced on a second plane in coming weeks.

The service will be offered without charge while in the testing phase and will involve a promo code being issued to all passengers' seat back entertainment systems.

The airline becomes the first Australian carrier to offer in-flight wi-fi internationally and plans to offer paid services in two speeds once the trial is complete.

P&O 2019 program

P&O Cruises has launched its 2019 South Pacific winter program, featuring departures from Sydney and Brisbane.

The release coincides with the launch of a series of television commercials promoting the brand and destinations its says can otherwise be difficult to reach.

The program includes Main Event sailings to events including Tasmania's Dark Mofu festival and the Melbourne Cup.

It also includes more weekend getaways including 51 sailings of two to four nights from both Sydney and Brisbane.

NZ/VA BEN boost

DRIVEN by an improved outlook on the Auckland-Brisbane route, Air New Zealand and Virgin Australia today announced they will increase flights by up to five per week between Apr-Oct 2018.

The new capacity will add an extra 38,000 seats on the route.

VA is also re-timing weekday AKL-BNE flights to offer a better evening schedule for its alliance with Air NZ, offering departure times of 1600, 1800 and 1930.

Great Keppel push

TOURISM and Events Queensland (TEQ) and Capricorn Enterprise have partnered to produce a 90-second video promoting Great Keppel Island.

The video focusses on island local Geoff Mercer.

"Travellers are increasingly looking to explore the hidden secrets of a destination, and live like a local while they're on holidays," said the ceo of TEQ Leanne Coddington.

To view the clip, [CLICK HERE](#).

Airnorth DRW/BME

REGIONAL carrier Airnorth will launch non-stop flights between Darwin and Broome next year.

The service will operate up to three times a week between 17 May and 27 Sep using Embraer E170 aircraft, GDS displays show.

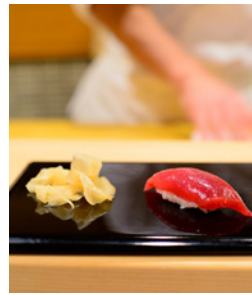
The new service will be in addition to Airnorth's existing flights via Kununurra.



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Discover what luxury in Japan looks like in the December issue of *travelBulletin*.

CLICK to read
travelBulletin

QF starts Osaka flights

QANTAS today commenced operations on its new year-round thrice weekly service from Sydney to Osaka.

The route, operated by Airbus A330s will be Qantas' fourth route to Japan, alongside flights from Sydney to Tokyo Haneda and Melbourne and Brisbane to Tokyo Narita.

QF International ceo Alison Webster said the service was launching off the back of boom travel between the two countries. "Australia has seen a 23%

increase in the number of Japanese travellers visiting the country on the last year with many staying longer and spending more while they're here."

Flights will operate on Mon, Thu and Sat, however the Thu flight will switch to Wed from 26 Mar.

The thrice weekly service will add 96,000 seats and bring \$50m in extra visitor spend to NSW.

The inaugural flight also marks 70 years of the Flying Kangaroo operating to Japan, after landing in Yamaguchi in 1947.

Six Senses Fiji debut

THE brand new boutique Six Senses Fiji has begun accepting reservations for stays commencing 14 Apr 2018.

Located on the west-coast of Malalo Island, the property features 26 pool bures, all with private plunge pools, along with 60 residential villas.

Contiki gift cards

CONTIKI is offering gift cards to kick start the travel dreams of 18 to 35 year olds.

The gift cards are available in any denomination of \$100 and valid until the recipient turns 36.

Purchases can be redeemed by visiting a travel agent.

See www.contiki.com/giftcard.

AC/CA planning jv

STAR Alliance member carriers Air Canada and Air China are set to embark on a joint venture, expanding on an existing mutual codeshare and lounge agreement.

The refreshed partnership will see Air China place its flight code on Air Canada's new Montreal-Shanghai flights and AC's flights from Vancouver to Victoria, Kelowna, Saskatoon and Regina.

In turn, Air Canada will place its code on Air China's flights from Beijing to Zhengzhou, Xiamen, Shenzhen and Nanjing, as well as CA's flight between Montreal and Havana, Cuba.

The codeshare expansion is planned to commence in Apr.

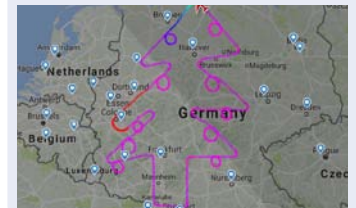
Air Canada's president and ceo Calin Rovinescu said the parties were now focused on finalising a "definitive joint venture" pact that would deepen cooperation in flight scheduling and sales to offer customers additional travel options across their networks.



Window Seat

A PILOT in Germany gave his best effort to bring a little extra festive spirit to testing an A380 aircraft for Emirates when he created a Christmas tree on flight radar complete with decorative baubles.

Darting back and forth and looping around at 41,000ft couldn't have been easy for the airman who drew the lofty masterpiece, however rumors he will now recreate Da Vinci's Mona Lisa will probably mean packing a few extra vomit bags on the next artistic jaunt.



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Marriott additions

MARRIOTT Int'l has announced it will open nearly 40 luxury hotels across eight different luxury brands worldwide in 2018.

The Ritz Carlton will open six properties in 2018, including in China's historic city Nanjing and Los Cabos, Mexico.

W Hotels will debut in Brisbane, Shanghai, Tel Aviv and Dubai.

JW Marriott will continue to expand its global footprint through additions in Nashville and the Maldives, plus open renovations in Bangkok.

JQ WLG/ZQN

JETSTAR will resume direct flights between New Zealand's capital Wellington and Queenstown from 27 Mar.

The route will operate three times a week on Tue, Thu and Sat and will be operated by Airbus A320 aircraft.

JQ previously operated the route before axing it in 2013.

Donghai DRW vow

SHENZHEN-BASED Donghai Airlines has flagged intentions to commence flights to Darwin from Shenzhen in the first half of 2018.

NT Minister for Tourism and Culture Lauren Moss confirmed that the airline announced a commitment on Chinese social media platform WeChat.

The development follows on from Donghai Airlines' recent filing of an application with the China Civil Aviation Authority to begin flights between Shenzhen and Darwin (**TD** 13 Jul).

"The overnight comments are a very exciting sign of Donghai's commitment to direct Shenzhen-Darwin flights on the back of ongoing positive discussions between the NT Govt, Donghai and NT Airports," Moss said.

Moss added that talks were ongoing with hope of an agreement in the near future.

The new route would take five hours to reach DRW from SZX.

LAST month, eight travel agents were given the chance to travel to Peru on an 11-day itinerary as part of a larger partnership with PromPeru and Adventure World.

The group first travelled to the Amazonas region of northern Peru, a lesser-known part of the country that is home to some of its most important archaeological and natural treasures.

Next the group flew south via Lima to reach Iquitos, the largest city in the world that can only be reached by air or boat.

Agents were also treated to a four-day cruise aboard the *Delfin III*, travelling through the Amazon jungle to the Pacaya Samiria National Reserve.

Pictured at Gocta Falls: Teniesha Gill, Travel Club; Saul Perez,

guide; Annabel Gow, Flight Centre Kenmore; Emma Smith, Back Track Adventures; Andrew Hutchinson, Adventure World; Calli Pearce, My Travel Adventure Perth; Glenda Halliwell, Travel Centre Coffs Harbour; Jasmine Tilley, Flight Centre Eltham; Anna Bullied, Peregrine Travel Centre & Summit Travel (not pictured, Julie Allen from Allen's Travel).



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QATAR

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GOING PLACES TOGETHER

Burgundy Bonanza by Air France, AccorHotels & Atout France

THIS formidable “ménage à trois” scored another winning event with the help of BURGUNDY TOURISM, Le Boat and UTracks.

Dendy cinema at Circular Quay was the scene for an early Burgundy Christmas celebration with Pinot Noir, Dijon mustard, Comté cheese and Ladurée cassis macaroons for a typical French Christmas Party.

A French region synonymous with fine wine, BURGUNDY FRANCHE-COMTÉ is easy to reach by road or rail immediately south of Paris. Historical seat of the Dukes of Burgundy, the area hosts masterpieces of heritage from the Roman era onwards.



CLAUDIA Rossi Hudson catches the winning flying cork for the Jeroboam lucky door prize.



BOURGOGNE-FRANCHE-COMTÉ

PATRICK Benhamou, Atout France, with a Jeroboam of fine Burgundy wine to offer.



LEFT: Bridie Commerford, vp marketing & communications, AccorHotels.



RIGHT: Quentin Voss and Linda Pellaers of Air France KLM.

BELOW: Françoise Bidot, Beaune Tourist Office & Emmanuelle Hezard Hervieu from Burgundy Franche-Comté Tourism with Jaclyn Lofts of UTracks.



LADUREE picnic bags - YUM!



CHEVALIERS Geoff Wood, Erin Flaherty and Andrew Rothery add a touch of spectacular, singing the famous Ban Bourguignon.



ATOUT France team Anaelle Zilbermann, Charlotte Renaudat Ravel, Alice Benguigui and Marc Humphries.

Christmas Traveleague 2017 goes off!

THE festive season well and truly arrived in Melbourne yesterday where the industry kicked up its heels for the annual Christmas Traveleague Luncheon at the flashy Crown Palladium Ballroom. Almost 1,000 people packed the venue for a day of conviviality, in support of cancer charity Pancare.

2018 will mark the 90th anniversary of Traveleague, so next year's event is likely to be even bigger!

Lots more pics at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).



THIS year's Christmas Traveleague featured a new, thinner Santa who is pictured with the event's organisers, Craig Hunt from Ski Max and Matthew Fleming of The Kimberley Collection. The event was an outstanding success, selling out in just 24 hours.



THE major sponsor this year was once again the Hollywood, Los Angeles-based Magic Castle Hotel, with chief operating officer Darren Ross flying out for Traveleague.



TWO giants of the Australian home-based agency sector: MTA Travel chief Don Beattie with Jeff Hakim of Travel Partners.



BLONDES having fun at Traveleague.



ABOVE; Aida Osta from Traveport with David McMahon and Kara Nelson from Tourism Fiji.



JASON Aghan of Cathay Pacific with Dennis Alysandratos from Consolidated Travel.



LEFT: Long-time Traveleague supporter Felicity Allan presented the major lucky door prize of two return Malaysia Airlines Business class tickets between Melbourne and Kuala Lumpur to the winner, Meagan Fox from Flight Centre.



RIGHT: Susan Haberle, APT Travel Group; Michelle Mickan and Michelle Ashcroft from Phil Hoffmann Travel; and Justine Lally, APT Travel Group.

BELOW: Despite a busy few days sealing the acquisition of Creative Cruising (TD yesterday), Express Travel Group ceo Tom Manwaring still managed to make it to Traveleague. He's pictured right with Express Travel Group executive gm Ari Magoutis and Trafalgar md Matt Cameron-Smith.



LEFT: Trudi Sheppard and Michelle Ryan from Helloworld Travel.



Travel Daily

Thursday 14th December 2017

DMS Connect 2018

DMS Destination Marketing Services has revealed details of its upcoming interactive roadshow in 2018, *DMS Connect*.

The b2b event is scheduled to be held in Sydney, Melbourne and Auckland next year and will target high-end professionals working in the international travel space, offering them a forum to converse with other destination marketing experts on innovative industry practices.

Also on offer for attendees will be the chance to score prizes.

DMS Connect will travel to Auckland 19 Mar, Melbourne 21 Mar & Sydney 22 Mar.

Cover-More invests

TRAVEL insurance provider Cover-More has purchased a majority stake in data analytics business FitSense.

FitSense aims to leverage health and fitness data from mobile apps in order to help augment bespoke insurance products with the acquisition allowing Cover-More to better target its products to its customer base and offer a more tailored approach.

The new tech will also assist the insurer to make better health status assessments of its clients.

FitSense will be relocating from its Singapore office to Sydney following the acquisition.

Win with Air Canada

With Air Canada now flying to Vancouver non-stop from Sydney, Brisbane and Melbourne it's clear Australian travellers have fallen in love with Canada's beautiful west coast city. If you'd like to know what all the fuss is about, then here's your chance.

Air Canada and Travel Daily are giving away two Economy Class tickets to Vancouver - North America's most convenient gateway to Canada and the USA.

All you need to do is create a fun photo featuring Air Canada and showing how much you love Canada and send it to aircanada@traveldaily.com.au before 31 Dec.



Industry Appointments

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

Major hotel brand **Marriott International** has revealed **Bruce Ryde** as its new Vice President, Luxury Brands & Brand Marketing for Asia Pacific. Based in the company's Hong Kong office, Ryde will drive the luxury brand strategy for the region.

The Australian team at **Wendy Wu Tours** has a new General Manager for the country with the announcement of **Steve Richards** taking up the position. He was previously the Head of Commercial at Best Western Australasia and a State Sales Manager with AAT Kings.

A new General Manager has been appointed at **Cruise Whitsundays** in the form of **Gary Kilby** who will officially step into the position on 18 Dec. Kilby was promoted into the role having been with the company for four years as GM of Operations.

Travellers Choice has slotted **Tim Bolton** into the position of WA Business Development Manager on a six month maternity leave contract. He brings with him a significant amount of retail travel acumen and previously worked for RAC WA Travel.

Felicia Mariani will take on the role of Chief Executive Officer with **The Victoria Tourism Industry Council** (VTIC). She will commence in the role from mid-Jan and was most recently heading up the The Good Food Foundation & Jamie's Ministry of Food.

Flight Centre has named **Felicity Allan** as its new State Marketing Manager for South Australia. Allan, well known to the industry through former roles with Malaysia Airlines, Virgin Australia, Cover-More and The Travel Corporation, has relocated to Adelaide to take up the position.

Waldorf Astoria Beverly Hills has appointed **Peter Bowling** as its new Managing Director where he will be charged with managing overall operations of the property. Bowling is an industry veteran and most recently the md for the multiple award-winning One&Only Palmilla resort in Cabo San Lucas.

New Camino routes

ACTIVE holiday specialists CaminoWays.com has launched four new cycling and walking routes across Spain, Portugal and Italy for 2018.

Among the new tracks is the 417km ancient adventure path starting in Granada in the south of Spain before moving through Andalucia's olive and orange groves towards Cordoba.

Another is the 207km track starting from the seaside town of Cascais where travellers can make their way to Fatima, one of Portugal's famed pilgrimage sites.

For more info about bookings & new routes, email specialists at info@caminoways.com

Flair, Hahn interline

HAHN Air and Flair Airlines have entered into a distribution agreement which will see Flair tap into more than 100,000 travel agencies in over 190 markets worldwide through its global e-ticketing platform.

Travelport NDC L3

TRAVELPORT has attained level three certification under IATA's New Distribution Capability (NDC) initiative, a system designed to create a distribution standard for the aviation sector.

The credit means Travelport is the first travel platform to be fully NDC-Certified.

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HERE'S YOUR CHANCE TO STEP UP

GM -CORPORATE TRAVEL DIVISION

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This role will see you take ownership of your own department, lead this growing division to greater growth in 2018. You will be responsible for managing the P & L so experience in this area is essential. Look after the whole operation from Sales, Account Management to Consultants. If you are looking for a step up and have worked across different areas in a TMC this could be your next step, please call for a confidential chat.

****NEW ROLE****

MARKETING MANAGER – PR AND PARTNERSHIPS

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Rare opportunity to join a growing and exciting brand, with over 20 offices globally opportunities could be endless. We are searching for a strong marketer who is confident approaching partners to sell the value proposition for this organization and also work with a PR agency or if you have the PR contacts do this in-house. This company offers a great working culture with an inspiring management team. Please call for a confidential chat.

GORGEOUS PRODUCT

SALES EXECUTIVE - CRUISING

SYDNEY - SALARY PACKAGE \$80K

Our client is searching for a Sales Executive who is passionate about cruising along with the ability to source and secure new business. You will have a real drive, passion and understanding of the cruising market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

HUNTERS WANTED

SENIOR BUSINESS DEVELOPMENT MANAGER

SYD- BIG BASE \$100K PLUS BIG BONUSES

Join this unique corporate Travel Management Company in Sydney where you will be solely responsible for your region with a lot of potential to win new business. My client is looking for an experienced Business Development Manager who has come from a TMC with a strong track record in sales. Career growth is huge for the right candidate. This company offer a great base salary of \$100k and one of the best commission schemes out there.

GET IN QUICK FOR A 2018 START

PRODUCT MANAGER

SYDNEY – SALARY TO \$85K PLUS PLUS

Looking for a new product role? This leading wholesaler have a Product Manager role based in their CBD offices. Managing an amazing destination you will be responsible for the contracting and design of itineraries to the destination as well as Marketing, Distribution, Yield and Revenue Management. You must have recent experience in a similar role, please send a resume and cover letter to the address below.

BE PART OF THE GROWTH

TRAVEL INDUSTRY BDM

SYD/MEL - SALARY PACKAGE TO \$80 PLUS BONUS

Thinking about a new role for the New Year? Or ready to move now? An opportunity has opened up at one of Australia's most successful travel companies. You will need to have experience in a previous BDM role to be considered for this premium position. Work for one of the best representing an amazing product that practically sells itself. A great salary, car allowance and bonus on offer. Please call for a confidential chat.

LAST CHANCE

REGIONAL REVENUE MANAGER

PERTH – EXEC SALARY PKG

We are looking for an experienced area/regional revenue manager to join this expanding hotel group. Lead a team of Revenue Mgrs. /Analysts & work closely with hotels to design & implement revenue management processes & strategies across all hotels in your region to achieve company goals. Work closely with all key stakeholders to plan & deliver results. Exec. salary + bonus + benefits. Exp. in a similar role a must along with great leadership & analytical skills.

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Unique Stays in Banff & Lake Louise

From luxury fairy-tale castles to cozy alpine chalets, there's plenty of charm and unique character in Canada's Banff National Park.

LUXURY

If you like the idea of staying in a fairy-tale castle look no further than the magnificent Fairmont Banff Springs and Fairmont Chateau Lake Louise. For modern luxury, the Rimrock Resort Hotel offers exceptional views of the surrounding mountains, 5-Diamond fine dining and a luxury spa.

CHALETs & LODGES

Baker Creek is an intimate, casual mountain resort. Consisting of cozy log cabins and lodge suites, unwind by a wood burning fireplace, or indulge in Canadian cuisine and wines at the resort restaurant.

Perched atop a mountain, epic northern vistas surround *Buffalo Mountain Lodge*. The lodge is surrounded by towering fir, pine and spruce trees where deer and elk are commonly spotted nestled amongst the trees. Each room is carefully decorated to reflect the mountain lifestyle of Banff and delicious hearty meals are made up of dishes that can't be found back home.

Sunshine Mountain Lodge is the only ski-in, ski-out hotel in Banff National Park. It offers casual and fine dining, the area's largest hot tub and family-friendly activities.

Deer Lodge is just minutes away from Lake Louise. It is beloved by international and local guests for its unique rustic mountain accommodation with dazzling views, delicious cuisines and a character that is similar to a B&B. Skiers and boarders will love the rooftop hot tub boasting captivating views of the Victoria Glacier.

Nestled in the spectacular Rocky

Mountain wilderness, *Storm Mountain Lodge* offers cabin style rustic elegance at its finest, with open fire places and a homely feel. Located away from the main townships of Lake Louise and Banff, a stay at Storm Mountain Lodge is about escaping reality and entering a world of relaxation and reconnection. Chefs prepare all meals, and there is no wifi, or televisions just peace and tranquillity.

Booking tip: winter is low season in Banff National Park and a great time to travel - nothing beats the snow falling surrounding your unique stay in Banff National Park.

SIGN UP & WIN!

Click here and sign up to receive more news from Banff Lake Louise Tourism by 24 December 2017 to be entered into a prize draw for one of FIVE \$100 Coles Myer gift vouchers.