

Discover the heart of Vietnam on the river in the June issue of *travelBulletin*.

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# Travel Daily

First with the news

Wednesday 7th June 2017



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## FRANCE River Cruising

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## Mandatory Thai insurance

THAILAND'S Government is pushing ahead with plans to make travel insurance mandatory for all foreign visitors.

The country's Ministry of Tourism is reportedly preparing a plan that would involve checking travel insurance documents on arrival, part of a crackdown to reduce the costs of foreign nationals seeking treatment in Thailand's hospitals.

The Ministry's director of tourism safety Jaturon Phakdeewanit told *SkyNews* uninsured travellers were costing the Thai health system more than A\$115 million a year.

"We need to push this through as soon as possible because the problem is becoming more serious," he said.

No timeframe was given for the measures, but a proposal

is expected to be submitted to cabinet for approval.

Allianz Worldwide Partners said Thailand was ranked third in the world for medical repatriations.

"In 2016 alone, we received over 3,000 Thai related travel claims with over 30% relating to medical claims," said head of distribution John White.

### RBA UK for \$995

ROYAL Brunei Airlines has cut return Economy class fares from Melbourne to London to \$995 as part of a Winter Savings sale.

On sale to 03 Jul, the sale also includes Dubai fares from \$860 and Asian ports from \$586.

Fares are valid for travel to 31 Mar 2018, subject to seasonality and blackout periods.

### Fiji Airways hiring

FIJI Airways has an opening for a Sydney-based channel executive, who will promote sales through effective relationships with key trade partners.

For details see **page 10**.

### Today's issue of TD

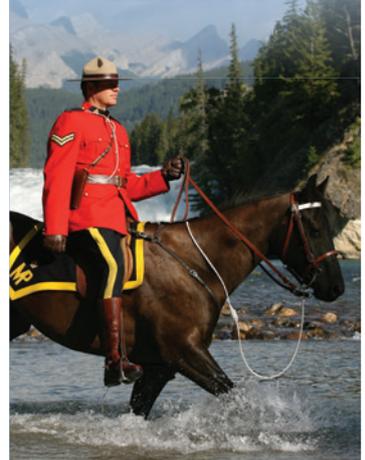
*Travel Daily* today has seven pages of news and photos, along with pages from: (*click*)

- Travel Trade Recruitment
- Luxury Gold
- Fiji Airways
- ANTO product profile page

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First with the news

Wednesday 7th June 2017

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## Drive around Austria

THE Austrian National Tourist Office is highlighting the appeal of exploring the country by car.

Austria offers scenic mountain roads, historic towns, lakeside villages and other attractions only a short drive apart.

See the **back page** for more.

## Visitor dispersal growth

**OVERSEAS** visitors are exploring regional Australia in droves, with data released by the govt showing a 29% surge in both international tourists and spending over the last three years.

According to Tourism Research Australia's International Visitor Survey (IVS) for the year ending Mar, tourists spent a record \$39.8 billion during the 262 million nights they stayed in Australia, both figures up 5%.

Regionally, there were 2.7m visitors last year (175,000 more than the year prior), staying 51m nights (up 847,000).

Overall, international visitors rose 9.2% to 7.7 million.

Tasmania achieved the strongest increase in visitor nights, up 62% over the past three years, while the national average spend was \$5,159 per person.

New Zealand was the top source market at 1.2m, followed closely by China at 1.1m, then the USA

(684,000) and the UK (674,00).

Asian markets continued to lead growth in spend for the year, with six regions showing double-digit increases - Japan up 18% (to \$1.7b); Korea up 10% (to \$1.6b); India up 18% (to \$1.3b); Taiwan up 21% (to \$960m); Indonesia up 10% (to \$715m) and Thailand up 23% (to \$442m).

US visitors spent \$3.6b last year, up 64% on 2012.

View the full IVS report **HERE**.

## Lux Gold USA/Canada

**INSIGHT** Vacations' sister touring company Luxury Gold has added a seven-day Indulgence in Costa Rica itinerary to its new USA, Canada and South America brochure for 2018.

The program features 14 tours, incl options in Hawaii - info **HERE**.

**MEANWHILE**, Luxury Gold has a range of specials on its India trips booked by 30 Jun - see **page 9**.

## New IATA chairman

**SINGAPORE** Airlines ceo Goh Choon Phong yesterday assumed the role of chairman for the International Air Transport Association's (IATA) Board of Governors for a one-year term, succeeding International Airlines Group ceo Willie Walsh.

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## IATA 2018 AGM for Sydney

**THE** International Air Transport Association (IATA) has announced Qantas and Australia will host the 2018 World Air Transport Summit on 03-05 Jun 2018.

Many of the industry's top air transport leaders will converge on Darling Harbour for the event to be staged at ICC Sydney.

IATA ceo Alexandre de Juniac said Sydney was an excellent choice to become the capital of

the global air transport industry in Jun 2018.

The event will attract more than 1,000 delegates, and is expected to provide a massive boost to the state economy.

Qantas said often attendees chose to stay and explore the region following the AGM.

QF Group ceo Alan Joyce said the airline was looking forward to hosting its airline colleagues next year.

"This is the first annual meeting to be held in the Asia-Pacific since 2012, so it'll be good to bring the industry back to what is the world's fastest-growing region for air travel, and give an Australian perspective on the issues and opportunities facing our industry."

The 2018 event, will be the third IATA annual general meeting to be held in Sydney, after the 2000 and 1961 meetings.

### STB appointments

**SINGAPORE** Tourism Board is bolstering its ranks in the local market, appointing two new staff to its Oceania team this month.

The new recruits are Fang-Xun Ong who takes the role of senior manager, replacing Cheryl Wen who has been based in Sydney for almost three years.

Joelle Vella has also joined the organisation in the position of marketing representative, based in Melbourne, appointed via The Walshe Group.

Her appointment represents Singapore Tourism Boards' fresh focus on the Victorian market.

Vella has 17 years' travel trade experience spanning business development, sales & leadership.

**NEW Mediterranean Itineraries for 2018**  
7-11 night itineraries starting from **\$3,749\*** pp twin share  
**WINDSTAR CRUISES**  
Discover more!  
\*conditions apply

### TTC culinary alliance

**THE** Travel Corporation (TTC) has established a global partnership with Vizeat, a collection of some 20,000 culinary experience hosts scattered around the globe.

The meal sharing app lets travellers make connections with locals as they explore the world, sharing meals and learning about new cultures with like-minded travellers and foodies.

Effective now, guests on TTC brands including Trafalgar, Insight Vacations, Contiki, Uniworld and Busabout can be connected with Vizeat hosts who are trained chefs and home cooks.

TTC ceo Brett Tollman said the pact with Vizeat will enable guests across the travel company's portfolio "to discover amazing and fun culinary experiences in each destination we visit".

## Window Seat

**DURING** the French Open, why not take a zipline 800m from the second level of the Eiffel Tower in Paris?  
Well, sparkling water brand Perrier has just done that and thrill seekers can reach speeds of 90kph on the ride that spans from the tower to the other end of the Champs de Mars park.  
The ride is free and will remain until Sun, and was constructed to allow guests to experience what a tennis serve feels like, which can reach speeds of 200kph.

## Collette's Special Offer Collection Is OUT NOW

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## Travel Daily on location in Hong Kong

Today's issue of TD is coming to you courtesy of Norwegian Cruise Line, which is showcasing *Norwegian Joy* at a special event in Hong Kong today.

**NORWEGIAN Joy** is described as Norwegian Cruise Line Holding's most innovative vessel, with a host of features specifically targeting the burgeoning Chinese cruise market.

Today a special VIP experience is taking place on board while *Joy* is docked at Hong Kong's Kai Tak cruise terminal.

*Norwegian Joy* has capacity for 3,900 passengers and offers a huge range of accommodation options including 'The Haven' - an exclusive ship-within-a-ship luxury complex with butler service, a concierge, priority access to entertainment and a private restaurant.

Entertainment is a key feature with a huge range of activities including a racetrack and two water slides on the top deck.

Passengers can enjoy a game of laser-tag in an open air course, and the fun continues in the Galaxy Pavilion, with simulator rides and giant Xbox screens.

There's full wi-fi connectivity, shopping, dining and more - see tomorrow's issues of **Travel Daily** and **Cruise Weekly** for all the highlights.

## Aquis Gold Coast nod

**HONG** Kong billionaire Tony Fung has won approval from the Gold Coast council to develop a luxury 580-room hotel and restaurant on Main Beach Parade, Surfers Paradise.

Positioned on the beachfront, the 48-storey, \$440 million Aquis Australia project is billed as a "six-star" hotel.

**MEANWHILE**, speaking at Aquis Entertainment's agm last week, ceo & exec director Jessica Mellor said Singapore Airlines' direct international air access to Canberra has great news for its ACT investment, Casino Canberra.

"Canberra can now vie for its share of international tourism in a way it could not before, and a world-class integrated entertainment facility located in the heart of the CBD will not only facilitate much needed urban renewal in the city centre, but also help attract thousands of tourists," Mellor remarked.

## SkiJapan release

**SKIJAPAN.COM** has released its 2017/18 Winter Holiday Packages brochure, featuring an expanded range of accommodation in Hokkaido and Honshu.

Until 30 Jun, free snow equipment rental is offered in the ski district of Niseko with every land package purchased.

The company is also giving away a limited number of free lift passes in Appi.

See [www.skijapan.com](http://www.skijapan.com).

## 2018 Classic Italy

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**FREE** hotel night **FREE** transfers  
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## itravel tops in St George



**THE** team from itravel Hurstville in Sydney is celebrating a win in the St George Local Business Awards, having been named best specialised retail business.

Steve Labroski, managing director of itravel, said the store's knowledge and service had made its team stand out.

"The win comes as no surprise, Rosemarie Church and her store are passionate and unrivalled and they deserve the win," he said.

**Pictured** from left are Maria Failla, Michele Green, Angela Field, Rosemarie Church, Maria Lamotta and Victoria Green.

## Queenstown parking

**QUEENSTOWN** Airport will introduce new parking arrangements from 01 Jul, including a free two-minute drop-off lane and a free 20-minute express pick-up/drop-off park.

*Phil Hoffmann*  
travel

## Manager – Phil Hoffmann Business Travel

A rare opportunity to lead Phil Hoffmann Travel's Business Travel team has become available. A fulltime role based at the South Australian headquarters in Glenelg.

PHT is looking to further grow this division to a new level of excellence through the strong and innovative leadership of a new manager.

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This position includes a negotiated salary based on experience and qualifications. Only applicants who have the right to work in Australia and can clearly demonstrate the above criteria, are selected for an interview and will be contacted.

For more information please refer to  
<https://www.pht.com.au/about-us/careers>  
Applications submitted by COB Thu 15 June.

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# QF/JQ Vietnam c'sharing

**QANTAS** and Jetstar have expanded their codeshare arrangements for travel between Australia and Vietnam.

In the move, Qantas will add its code to Jetstar's recently launched services between Melbourne/Sydney and Ho Chi Minh City from 05 Jun, which is operated by JQ's Boeing 787 fleet.

This will allow Qantas customers travelling between MEL/SYD and Ho Chi Minh City to choose the non-stop Jetstar service to Ho Chi Minh City and allow for connections to Jetstar Asia and Qantas services in Asia.

Qantas customers travelling

on QF codeshare services with Jetstar between MEL/SYD to Ho Chi Minh City will have access to complimentary food and meals, IFE and a blanket and pillow.

Members of Qantas' Frequent Flyer program will earn points and status credits on the eligible JQ flights to-and-from Vietnam, plus lounge access depending on their status.

JQ's flights from MEL to SGN run on Mon, Wed and Sat.

Flights from Sydney operate on Sun, Tue, Thu and Fri, with flight time of around 8.5 hours.

## Airbus on Routehappy

**AIRBUS** and Routehappy have formed an alliance, that will see Airbus-branded content feature on its flight shopping.

As part of the pact, the flight booking experience for consumers that use Travix's CheapTickets websites in European and Asian markets, and Webjet in Australia, will change to feature Airbus Universal Product Attributes, as well as highlighting features such as seat width, IFE, wi-fi and jetlag lighting.

Singapore Airlines, Cathay Pacific and Lufthansa are participating.

## Vale Max Davidson

**MEMBERS** of the Northern Territory tourism industry are mourning the passing of Max Davidson, who died this week.

Tourism Australia md John O'Sullivan said Australia and the NT had lost a true tourism legend.

"His passion for the Top End was infectious and he will be remembered for this and for his unwavering celebration of all that is great about Aboriginal Australia and Indigenous tourism," O'Sullivan said.

Wednesday 7th June 2017

## Tokoriki Resort hosts FTE group



**TOKORIKI** Island Resort's management team took the opportunity to showcase upgrades to the property to some of their key international trade partners prior to the commencement of last month's Fiji Tourism Expo.

During their visit, the group received a special visit from Namamanuca primary school's choir, who performed for them.

Tokoriki Island Resort's trade partners also used the occasion to donate school supplies to the children, which was appreciated

by the head teacher Matai Beci. Ladies from the village taught Tokoriki's trade partners how to make hand-made pottery and weave baskets to create their own masterpiece, which was then framed as a memento of their experience at the resort.

The delegates also received a special guest, with Elvis coming back to life to perform a few songs for the group while they were in the Mamanuca Islands.

**Pictured** above are the delegates from the recent FTE at the Tokoriki Island Resort, Fiji.

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We welcome kids, dogs, partners, friends and family to our office. It's an open house and flexible work place. The company invests in its team by means of famils – 5 educational days per year for Reservation Consultants - a renowned in-house trainer 2 days per month, weekly product training and regular industry events.

We have yoga on a Thursday at lunch time, a private room for staff use and a very active social committee.

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# Si

# First 'Safari for Change' famil



**BENCH** Africa has wrapped up its first 'Safari for Change' educational trip to Zimbabwe.

Along with a luxury safari itinerary, agents participated in two days of community work in an underprivileged area of Zimbabwe, funded by a minimum \$1,000 donation from each person in the group.

The funds resulted in the installation of a pump, delivering water to a community for the first time in five years, along with the

painting of a double school block and two weeks of food for close to 400 school children.

Bench gm Martin Edwards said: "We always try to do things a little differently and by working closely with Imvelo Safari Lodges on the ground it enabled us to show our passion for Africa to these agents but make a real difference at the same time".

**Pictured** tracking a wild elephant are: Alysha Seville, Flight Centre Geelong; Rosie Ree, Andrew Jones Travel; Jacqueline Porter, Flight Centre Fairfield; Katherine Nottle, Flight Centre Golden Grove; Meagan Halliday, Flight Centre Golden Grove; Evan Miller, Flight Centre Liverpool Street; Molly Fenton, Flight Centre Sandy Bay; and Carrie Bishop, Flight Centre Unley Road.

## NFS India brochure

**NATURAL** Focus Safaris (NFS) has packed in a number of new offerings in its just-released 2017/18 India brochure.

New additions include the 18-day Tigers and Southern Delights tour which ventures from India's north to south, escorted by NFS gm Anne-Marie Zambelli.

This year the popular 17-day Taj, Temples and Tigers tour is accompanied by the option to extend the holiday to include a safari in wildlife parks or to see more historic sites.

The accommodation offering has been bulked up to include Jamtara Wilderness Camp in Pencil National Park (of Jungle Book fame) and the Birder's Inn in Keoladeo National Park.

Another highlight is the nine-day Secrets of Nepal itinerary. The brox is available from TIFS.

## SeaLink welcome QF

**SEALINK** has welcomed the introduction of Qantas flights to Kangaroo Island, saying it is "well positioned" to offer tourism products on the island to QF pax.

Jeff Ellison, ceo and md SeaLink said the company "still remains the most affordable form of transport" to the island.

SeaLink also confirmed it is in discussions with the SA Govt regarding an extension of its license and berthing facilities for its Kangaroo Island ferry service.

It noted discussions were centred around new vessel construction, fares, a longer-term leasing arrangement and infrastructure maintenance at Cape Jervis and at Penneshaw.

## Vivid world record

**VIVID** Sydney has cracked a Guinness World Record with the installation Dreamscape taking out the title for being the "largest interactive lighting display".

The display is made of 124,128 lights and allows participants to decide the colour, texture and pattern of the lighting via 3D interactive modelling in a control room in Circular Quay.

## Centara Oman open

**CENTARA** Hotels & Resorts has broken into the Middle East with the opening of the four-star Centara Muscat Hotel in Oman.

Originally flagged as a five-star hotel to open three years ago (**TD** 10 Apr 14), the 152-room hotel is located in the Ghala Heights business district.

## Ovolo into Brisbane

**OVOLO** Hotels will move into Brisbane following the purchase of the New Inchcolm Hotel & Suites in the city's CBD.

The heritage-listed, 50-room property has an average room size of 35m<sup>2</sup> and a conference and events space with capacity for over 100 people.

It will commence operation as an Ovolo hotel in late 2017.

## New SPTO website

**A REVAMPED** South Pacific Tourism Organisation (SPTO) website has been unveiled.

The site has been broken into three portals to meet the needs of corporate clients, consumers and travel agents.

The agent section features training material for 16 destinations and niche markets.

See [southpacificislands.travel](http://southpacificislands.travel).

## Vietnam Visa update

**VIETNAMESE** authorities have extended the visa-exemption for certain countries from 01 Jul to 30 Jun 2018.

Those who don't need a visa prior to arrival are ASEAN countries (can stay up to 30 days) and Scandinavian countries, Russia, Japan, Korea, France, Germany, Spain, Italy and the UK (can stay up to 15 days).

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## Velocity BUPA tie-up

**MEMBERS** of Virgin Australia's frequent flyer program Velocity taking out health insurance with BUPA during the month of Jun can earn bonus points.

Under a new partnership, Velocity members can accrue 40,000 Velocity Points for singles or 80,000 for families & couples - enough points to fly a family of four one way to Fiji (excl taxes).

The arrangement is the first time Velocity has struck a direct partnership with a health insurance provider.

"This partnership brings together two like-minded brands who share a common goal of rewarding members," Velocity gm commercial partnerships, Jeroen va Son said yesterday.

See [www.bupa.com.au/velocity](http://www.bupa.com.au/velocity).

## Delta ATL/ICN launch

**DELTA** Air Lines inducted new flights between Atlanta & Seoul Incheon Int'l Airport on Sat.

The service is operated using three-class Boeing 777-200LR aircraft and complements flights operated by SkyTeam sister carrier Korean Air on the route.

## Marriott Kathmandu

**THE** 115-room Fairfield by Marriott Kathmandu has opened in Thamel, marking the entry of Marriott International in Nepal.

The property is located close to attractions including the Narayanhiti Palace Museum, Garden of Dreams and the Kathmandu Durbar Square.

## EY expands AZ c'share

**ETIHAD** Airways is ramping up its codeshare alliance with Alitalia, with the EY code to be placed on AZ metal between Rome and Ibiza, Irakleion, Mahon, Mykonos, Palma Mallorca, Thessaloniki and Thira, GDS displays indicate.



# Accommodation Updates

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



Following a NZ\$22m refurbishment, **Mercure Auckland** has revealed transformations to all 207 guest rooms and suites. Wallpaper has been updated to botanic shades and a library has been added featuring golden light fittings and wall art of Auckland's skyline and Viaduct Harbour. A cafe/bar called Customer Lane has also launched.



**Sheraton Princess Kaiulani** in Honolulu, Hawaii has added 1,140 rooms with private balconies. Sheraton's Signature Sleep Experience beds are featured in all rooms, as well as modern conveniences like a flat-screen TV, charging stations, a mini refrigerator and upgraded bathrooms.



**Crowne Plaza Melbourne** has partnered with Rush Escape Game to introduce a new in-room gaming experience which requires guests to solve a series of puzzles to uncover clues, keys and codes within a 45 minute time limit to "rescue" a young traveller. The Escape Game is available in King Suites until 31 Aug, priced from \$399 per night.

## Pimalai Australia reps

**THE** Unique Tourism Collection has been appointed the Aussie representative for Pimalai Resort & Spa in Koh Lanta in Thailand.

Pimalai features 121 rooms, villas & suites and is positioned at the tip of Koh Lanta, surrounded by 40 hectares of tropical vegetation with 900m of access to Ba Kan Trang Beach.

UTC will be responsible for all sales and marketing activity for the resort in the local market.

## Opening up Georgia

**ROOMS** Hotel Group is now offering guests flights aboard the company's five-seater Beechcraft King Air C90GTX jet as an option to explore its home country, Georgia, in a new level of luxury.

Guests staying at Rooms Hotel Tbilisi can now schedule a private jet transfer from airports such as Baku and Yerevan or Istanbul in neighbouring Turkey.

Regions that can be explored by jet in Georgia include Telavi, Kutaisi and Ambrolaur - more details on the product [HERE](#).

## A&K Antarctica deals

**SAVINGS** of up to US\$8,000 per cabin on sailings to Antarctica on Ponant's small ship *Le Lyrial* are available through Abercrombie & Kent when booked by 31 Mar.

The special offer is available on the Classic Antarctica cruise on 12 Dec 18 and 06 Jan 19 and the Antarctica, South Georgia and the Falkland Islands sailings on 22 Dec and 16 Jan.

The deals apply to balcony staterooms (category 1 - 3), with prices from US\$12,845ppts - more at [www.abercrombiekent.com.au](http://www.abercrombiekent.com.au).

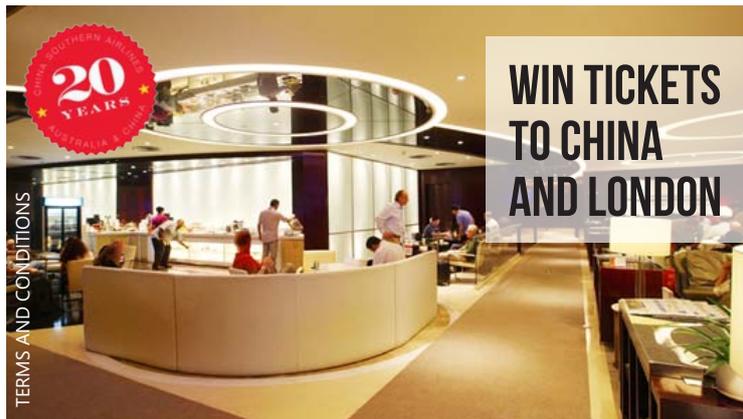
## Hydro Yuletide

**ESCARPMENT** Group is preparing for a bumper Christmas in Jul season ahead of this year's Yulefest in the Blue Mountains.

The Hydro Majestic Hotel will celebrate the season each Fri and Sat throughout Jul, offering high tea with nostalgic flavours such as cranberry and roast pork.

Darleys and Echoes restaurants are also dishing up Yulefest-inspired menus.

For more details, [CLICK HERE](#).



To celebrate 20 years of flying into Australia, the launch of new direct service between Melbourne and Shenzhen and the increased capacity between Guangzhou and London, China Southern Airlines is offering Travel Agents in Australia the opportunity to win a return Business Class ticket to any China Southern Airlines destination in China or to London!

To win, correctly answer each daily question in June and have the most inspired response to the final question.

The best response will be the winner of the CZ return Business Class ticket from Australia to London and the second best one will be awarded with the return Business Class ticket from Australia to any CZ destination in China. Send your entries to [csair@traveldaily.com.au](mailto:csair@traveldaily.com.au)

3) What is the departure time of China Southern Airlines' flight from Melbourne to Shenzhen?



*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](http://www.traveldaily.com.au).

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### Travel Agency Manager

The Shire, \$65k + Super + Commission, Ref: 2760PE1

My client, a well-known travel company who book worldwide cruises, flights & tours are looking for an experienced manager to join them. You'll be responsible for the profitability, leadership & motivational management of your team. You'll drive sales targets through support and influence of each team member offering coaching & training support & setting sales targets. The role would ideally suit a mature Travel Manager with exceptional people management skills and is highly customer focussed.

For more information please call Paul on (02) 9119 8744 or click [APPLY](#) now.

### Training Performance Leader

Sydney, Competitive Salary, Ref: 2900SO3

This extremely successful company are growing furiously and are one of the largest travel groups in Australia. They have amazing offices and are located in a fantastic area with cafes and shops to keep you entertained. Work for someone that values you and who makes you love coming into work everyday. You will be an integral part of the leadership team responsible the training and development of the reservations sales agents in brand product knowledge, systems and booking systems.

For more information please call Sasha on (02) 9119 8744 or click [APPLY](#) now.

### Homeworking Cruise Consultants

Gold Coast, \$40-50k base + comms, Ref: 2531SZ7

Join a market leader in a fabulous position working from home or in their Gold Coast based office. This is a unique opportunity to earn a base salary, working autonomously selling cruise & packages including land and air options revolving around specific events. A solid knowledge on cruising is essential. We are looking for a positive & hard working individual(s) to continue expanding this division further with no cold calling, only warm leads, apply today to express your interest.

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

### BDM - Academic Travel

Melbourne, up to \$100k package, Ref: 2902HC1

Are you a BDM that has a sound understanding of B2B Corporate Travel Sales? My client is looking for a BDM to successfully & strategically bring on new educational corporate travel business. You will be responsible for sourcing & securing educational corporate accounts for this leading TMC. You will ideally have a sound knowledge of the VIC corporate/education market & be able to identify commercial opportunities. It is essential you have a positive attitude & a fantastic sales track record.

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

### Cruise Groups Travel Consultant

Sydney, Excellent Salary, Ref: 2841RM1

Fantastic opportunity to further your travel career in the Cruise industry looking after the group reservations department for a worldwide cruise line based in the CBD. If you are looking for career development in one of the fastest growing travel markets this role is for you. This is the perfect opportunity for a go-getter to inject your passion, initiative and attitude to take yourself and the role far. 2 years minimum experience in groups, airfares and cruise experience required.

For more information please call Ruth on (02) 9119 8744 or click [APPLY](#) now.

### Product Executive

Gold Coast, \$55-60k + Super, Ref: 2899CNA

Working with a dynamic online travel agency, this business has expanded so rapidly over the last 6 months; their growth projections have doubled in numbers and are continuing to expand further. Working closely with the director of product, you will focus on the data entry & contracting and recontracting, packaging of a product. Full training will be provided to the right candidate so if you are a product guru & keen to focus on creating products to market, then this is the role for you!

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

### Groups & Corporate Travel Consultant

Melbourne, \$60-\$65k + Super, Ref: 2903HC1

Our client is looking for a travel professional with corporate, incentives & groups experience to join a fantastic boutique TMC in Melbourne. The successful candidate will ideally have a good telephone manner with excellent people and customer service skills. You will be experienced in the travel industry and have exposure to group reservations & corporate experience. You should have a passion to succeed and be keen to continue your career as this role will be looking to develop into a 2IC.

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

### Business Development / Sales Manager

Perth, \$110k, Ref: 2898SJ1

Do you have sound understanding of Corporate Travel Sales, Business Development experience & a proven sales record? A leading Travel Management company are looking for a Sales / Business Development Manager to assist with their ongoing expansion across the WA Corporate market. You will be sourcing new leads, building rapport & developing relationships with key prospects. This is a rare chance to develop your senior business development experience with a leading TMC & enjoy fantastic earnings.

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**

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 follow up and secure group enquiries. 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 17th June 2017**

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](http://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.



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