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First with the news

Friday 16th June 2017

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American Queen out

THE American Queen Steamboat Company has launched its 2018 itineraries, with fares leading in at just US\$1,878 per person for a nine-day cruise from Memphis to New Orleans. More info at www.aqsc.com.au or see **page eight** for details.

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ATAS cinema ad package

AFTA is inviting travel agents to participate in an upcoming national cinema advertising campaign, offering to customise an AFTA Travel Accreditation Scheme (ATAS) commercial with an individual agency's branding and local call to action.

The move is the result of a partnership with the 2,000-strong Val Morgan Cinema Network, with AFTA using economies of scale to purchase the advertising which can be passed onto ATAS accredited agencies.

Packages for four-week campaigns from 06-27 Jul are on offer, priced from \$2,796 for 225 30 second advertising spots in a

local cinema location.

The timing of the campaign coincides with the school holidays movie "blockbuster" period.

AFTA is offering to manage the process of customising the video and liaising with the cinemas, and agencies can elect to participate by making a booking up to 23 Jun through contact with AFTA's Jo Tralagga on jo@afta.com.au.

An example has been produced featuring Travellers Choice members Jamison Travel and Weston Cruise & Travel - view it at traveldaily.com.au/videos.



New Cal comp winner

CONGRATULATIONS to Emma Newbold from Helloworld Travel Corio who has been chosen as the winner of last month's comp to win a trip to New Caledonia, run exclusively in **Travel Daily**.

Emma has won a four-night stay at Sheraton New Caledonia Deva Spa & Golf Resort for two, including return Economy class flights with Aircalin, courtesy of New Caledonia Tourism.

Today's issue of TD

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

- American Queen
- Travel Trade Recruitment
- Fiji Airways

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Ardent under fire

THE major shareholders of the company that owns and operates Dreamworld, Ardent Leisure Grp, have slammed the way the business "has performed, been managed and been governed".

Portfolio Services Pty Ltd and Kayaal Pty Ltd, which own approximately 9.86% of Ardent Leisure, told fellow shareholders it has "significant concerns" that need to be addressed.

In a letter, the parties said the current Ardent board has "hastily attempted to correct and clear obvious issues that have been present for a considerable time".

Portfolio Services & Kayaal said "a new focus" was necessary, and sought the removal of current Ardent directors, to be replaced by four independent directors (**TD** Wed), being Dr Gary Weiss, Kevin Seymour AM, Carl Bradford Richmond and Andrew Hedges, possessing "extremely impressive backgrounds, qualifications and experience".

"We strongly believe that their respective commercial experience and successes stand in contradistinction to the mediocre performance of the Company and its board," Portfolio & Kayaal said.

"Given as of 01 Jul there will be four vacant positions on the board to be filled and in light of the deterioration of Ardent Leisure Group's financial and operation performance in recent years, we propose to nominate the four candidates named above to fill these vacation positions."

AFTA annual report out

THE Australian Federation of Travel Agents has today released its annual report for the year to 31 Mar 2017, with ceo Jayson Westbury saying 2016 will go down as "one of AFTA's best years" with continued strong support for ATAS.

There were no ATAS travel insolvency events during the year, with the accreditation scheme now standing as "the mark of quality and professionalism in the travel industry".

Almost 3,000 locations across the country are now accredited, which Westbury said "demonstrates the value that members see in the scheme and the importance that professional travel agents place on being a part of their industry federation".

ATAS continues to grow, with 355 new applications started during the year - but the majority failed to submit the required documents to warrant an assessment of their application.

Twenty-seven applications were declined on the basis they failed

to meet the eligibility criteria, 147 were newly accredited during the year and 10 applications remain outstanding, awaiting further documentation.

The report also summarises other key ATAS activity during the year, including the cancellation of four participants due to a failure to meet the "fit and proper persons" requirement of the scheme, and another two due to "solvency concerns".

Fourteen accredited members closed during the year, while 13 did not renew their accreditation.

Thirty-one ATAS participants were placed on "monitoring agreements" requiring quarterly trading updates detailing cash balances, net asset position and net profit - more in Mon's **TD**.

Si Hols website debut

INDEPENDENT wholesaler Si Holidays has unveiled its new website at siholidays.com.au.

The platform has been aimed at offering travel agents a greater resource and acting as a point of engagement for potential new suppliers looking to partner with the Sydney-based company.

Agents can use the website to access a full suite of marketing collateral, such as tailored flyers with the latest tactical deals refreshed weekly and more.

"We've listened to our customers' feedback & based the design and functions of the new Si Holidays website on industry demand, ultimately creating a comprehensive tool for agents to make their booking experience easy, yet informative," Si Hols md Tui Eruera said.

China bans EK growth

EMIRATES has been barred from expanding its operations in China for a six-month period after violating air safety rules.

The Civil Aviation Administration of China (CAAC) cited two recent incidents relating to crew flying an aircraft at the incorrect altitude above the city of Urumqi and a separate incident which saw EK's radio communications cut off over the same region.

Along with a ban on adding new destinations & aircraft to China, the CAAC fined the Dubai-based carrier 29,000 yuan (AU\$5,620).

An EK spokesperson said the airline "will never compromise on the safety of passengers & crew. Safety is our number one priority at all times".

"Emirates will co-operate fully with the CAAC and complete all actions recommended by the authority," the spokesperson said.

The temporary growth ban will be a blow for Emirates which was intending to upgrade all its flights ex Dubai to Beijing and Shanghai to Airbus A380s from next month (**TD** 18 May), which will now be delayed until early 2018.

CI boosts Brisbane

CHINA Airlines is increasing flights on the Taipei-Brisbane-Auckland route from four weekly to daily, effective Dec.

The carrier is also fast-tracking the suspension of its four weekly Sydney-Auckland service, from 01 Dec to 13 Jul, according to travel agent GDS displays.

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Trump to rewind Cuba pact

AMERICAN President Donald Trump is preparing to announce tougher restrictions on Cuba, including measures with potential to affect travel.

US media report the President will outline new rules later today, including the winding back of measures introduced under the Obama Administration.

The *Miami Herald* says it has seen a draft of the measures and that Americans will be prevented from spending money in state-run

hotels or restaurants.

It says "while not a full reversal" of the Obama policies, the Trump plan is closer to the hard-line demands made by Cuban-American Republicans.

Tourism to Cuba by Americans remains restricted, but the Obama administration had relaxed rules to allow visits under 12 authorised categories including research and education.

MEANWHILE, Carnival Corporation says the changes will still allow its ships to visit Cuba.

"We will review the extent of the tightening of the travel rules, but our guests have already been travelling under the 12 approved forms of travel to Cuba since we undertook our historic first cruise to Cuba more than a year ago," Carnival said in a statement.

"We look forward to the new cruises being planned for Cuba with Carnival Cruise Line and Holland America Line. We also have requested approval for our other brands to travel to Cuba."

KQ debt guarantee

THE Kenyan Government has approved a plan to guarantee US\$750 million of debt owned by Kenya Airways as part of a broader financial restructure.

Reuters reports the loss-making airline will also convert a \$243 million loan into government equity in the carrier.

Kenya Airways is partly state owned, with Air France holding another stake.

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QF backs SYD T4 plan

QANTAS chief executive Alan Joyce has backed a plan to construct a new terminal at Sydney Airport which would allow international flights to operate from alongside existing domestic facilities.

The mooted T4 is part of the airport's masterplan but involves an area currently leased until 2020 for the Qantas jet base.

The Australian reports today that Joyce supports the T4 option and that talks on moving the jet base are progressing.

Joyce says there would be "real revenue benefits" for QF in co-located domestic and international operations, but says the plan would take place over "a couple of decades".

CNN Travel launches

US TELEVISION network CNN is ramping up its travel coverage, rolling out a new business called CNN Travel to tap into the "globally curious traveller".

The new standalone division will be headed by exec editor Brekke Fletcher & backed by a team of over 800 travel contributors and insiders around the world.

"We are leveraging CNN's brand authority, resources and unique position to delve deeper and reach the most original and compelling people, places and experiences to share with our audience," Fletcher said.

Coverage will include articles, galleries, digital video, audio, maps and illustrations, enabling CNN Travel to "provide unrivalled, authoritative content".

Hilton has been named as CNN Travel's launch partner.

Celebrity winter deal

CELEBRITY Cruises has launched a one week winter solstice sale, offering free upgrades to guests who book Oceanview staterooms or above on select *Celebrity Solstice* trips.

Other deals include drinks packages & more - **CLICK** for info.

Window Seat

CROSSING the English Channel one has many options. You can take the ferry, a train, fly on a passenger plane, and now you fly your car too.

French pilot Bruno Vezzoli completed the feat this week, launching his flying machine that looked part dune buggy, part paraglider down an abandoned runway near Calais.

Flight time for the trip was 55 minutes and he landed 59km away on the other side of the Channel in Dover.

So The Jetsons were right in predicting flying cars in the end!



And there was one...

SINGAPORE Airlines has confirmed its budget offshoots Scoot and Tigerair Singapore will operate under the Scoot brand from 25 Jul (**TD** 11 May).

The two low-cost carriers will operate under a single Air's Operator Certificate, and utilise Tigerair's designator code TR.

All Scoot and Tigerair Singapore passengers with existing bookings beyond 25 Jul will be contacted via email with updated itineraries to reflect the changes.

MEANWHILE, Singapore Airlines released its May traffic results yesterday, reporting an increased numbers of passengers, to 1.56 million, a 2.2% rise on the same period last year, while load factor rose 3.9 points to 76.6%.

Vienna church threat

DFAT is advising that Austrian police are warning visitors of a "threat to churches in Vienna", urging travellers to be "vigilant" in and around the capital city.

Friday 16th June 2017

Agent pleads guilty

A FORMER Flight Centre travel agent has pleaded guilty to defrauding the Northern Territory government of more than \$110,000 under its pensioner travel scheme.

The ABC reports Vanessa Barrett, 45, has admitted to receiving benefits by deception while working at FC's Palmerston branch between 2011 and 2013.

The Supreme Court heard Barrett had submitted 169 false invoices with inflated flight costs for reimbursement by the NT Health Department, with FC receiving the money and Barrett being paid a \$4,000 bonus.

The court heard Flight Centre has repaid \$1.8 million to the NT Govt in settlement of a separate civil dispute about the practice of submitting inflated invoices.

Barrett's case has been adjourned to Jul 24 while she is assessed for home detention.

Airfares creep down

DISCOUNT domestic airfares have crept downwards in the latest Bureau of Infrastructure, Transport and Regional Economics (BITRE) figures, but remain above this time last year.

The best discount Economy index dropped from 64.6 in May to 61.5 in Jun, having been at 58.5 in Jun twelve months ago.

The Business class index dropped from 96.0 in May to 95.1 in Jun, similar to its level of 95.3 in Jun last year.

Movenpick for Basel

MOVENPICK Hotels and Resorts has announced it will open a new flagship property in Basel in 2019.

The 264-room, 19-storey property will be the group's sixth hotel in Switzerland and will also offer 1800m² of meeting space, a 500m² ballroom and an upscale brasserie restaurant.

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Copenhagen looks to locals



SCANDINAVIAN specialists 50 Degrees North had an opportunity to meet Wonderful Copenhagen director of development Signe Jungersted yesterday to hear about her 2020 strategy for the Danish capital.

Jungersted was visiting as a keynote speaker at yesterday's Melbourne LIVE 2017 tourism forum and is a proponent of involving local citizens in destination marketing.

She is pictured with members of the 50 Degrees North team, from left: Tietse Stelma, Mari Rasanen, Signe Jungested, Mona Catterall, Heidi Kaipia and Bjorn Risvoll.

Seabourn zodiacs out

SEABOURN has dropped its Ventures by Seabourn Zodiac excursions in Alaska, replacing them with alternate tours for cruises this season.

A company spokesperson confirmed other Ventures by Seabourn excursions including kayaking and hiking would continue, however Zodiac-only trips would be replaced by catamaran options.

The spokesperson said changes were in response to queries from US regulators, and that the Ventures program still included Zodiacs in British Columbia.



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business events news



Friday 16th June 2017

Helloworld Balwyn North's win



HELLOWORLD Travel Balwyn North recently took out the top spot for Vic/Tas in an Emirates and Helloworld incentive, winning a \$10,000 prize.

Agents in the HLO Travel Group were invited to sell Emirates for the 03-30 Apr period and the highest growth agent from each state won a monetary prize.

Hyatt, Expedia rift?

HYATT has reportedly threatened to part ways with Expedia over negotiations of its Corporate Lodging Agreement.

According to *Top Hotel*, Hyatt hotel owners received a notification of the company's intention to terminate its deal with Expedia if the two companies didn't reach an agreement by 31 Jul, meaning the hotels would not appear on Expedia portals anymore.

Hyatt has been calling on Expedia for more competitive commissions as well as improved flexibility on portals.

Pictured are: Linda Costantini, sales executive Emirates; Ian Mollison, director Helloworld Trvl Balwyn North and Bianca Brooks, business manager branded.

AA scrap extra seats

AMERICAN Airlines has backflipped on plans to reduce the leg room on its new Boeing 737 MAX aircraft (**TD** 05 May).

In a statement, the carrier said "We have received a lot of feedback from both customers & team members and after taking a fresh look at the interior of that plane, American has decided to space all Main Cabin rows with at least 30 inches of pitch".

The MAX will have the same number of seats (172) but the airline has found the extra space by switching one Main Cabin Extra row to Main Cabin.

American Airlines will receive four MAXs this northern autumn and the airline is looking at the same configuration for its current Boeing 737-800s as well.

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EU roaming charges

ROAMING charges in the European Union have been scrapped, meaning travellers who purchase a local pre-paid SIM card in EU countries will no longer have to pay roaming charges in other EU countries.

Under the agreement, users will pay the same to call, text and connect across the EU.

The changes came into effect yesterday and have been hailed as "one of the greatest and most tangible successes of the EU".

Qantas webinars

QANTAS is inviting agents to take part in a "Qantas to New Zealand & South West Pacific" webinar on Wed 21 Jun.

The 20-minute session will cover the airline's unique selling proposition to NZ and the South West Pacific, codeshare partners, how to get the most value from its products and include a live Q&A session - more **HERE**.

Pyeongchang portal

AHEAD of South Korea's hosting of the Pyeongchang 2018 Winter Olympic Games, a website designed to help visitors plan their visit has been unveiled.

NowPyeongchang.com offers advice on the region and the main Olympic venues, along with info on accom, what to eat, where to sightsee, transportation and attractions in PyeongChang, GangNeung and JeongSeon.

The Pyeongchang 2018 Winter Olympic Games will be held 09-25 Jan and followed by the Paralympic Games.

S7 A320neo launch

S7 AIRLINES has revealed plans to commence Airbus A320neo service from next month, according to GDS displays.

Initially the 164-seater aircraft will operate on the Moscow Domodedovo-Novosibirsk route once a day from 01 Jul.

Technology Update

Today's Technology Update is brought to you by Excite Holidays.

In technology, beauty is not skin deep



User Experience is often overlooked by B2B technology providers, but it is just as important for an agent to

have a seamless experience when using a booking platform as it is for a consumer. In fact, it might be more important – because they spend a far greater amount of time using these booking platforms.

This isn't lost on us at Excite Holidays. We proudly believe we have the most beautiful B2B booking platform in the market. Our recently revamped search bar is the result of countless hours of hard work behind the scenes. Beauty does not come easy, nor is it skin deep. We have dedicated teams that are constantly working on improvements, both large and small. They redesign whole tools, or spend time debating the placement of a button, or a shadow. These improvements largely go unnoticed, but the best UX often does. If it feels natural to use, then the UX has done its job.

Our most significant contributors to UX don't work in our building, but they know our platform better than anyone – our agents. We listen to their needs, and we adapt the platform so it benefits them. What we have rolled out for our new search is just the beginning of many improvements to come, as we continue to work hard to build a platform that lives up to our motto – one that is made for agents.

Damian Sutton, Chief technology officer, Excite Holidays



Australia's first Hyatt Place opens

Friday 16th Jun 2017

LAST night Melbourne turned it on, with VIPs, politicians, celebrities and high society mingling at the gala opening of the new Hyatt Place hotel at Essendon Fields. Victorian premier Daniel Andrews joined Federal Minister for Infrastructure and Planning Darren Chester to welcome the development which is the brainchild of Lindsay Fox and Max Beck. Hyatt Place Melbourne is part of the precinct around Essendon Airport, about 15 minutes from Tullamarine, which also features a range of other businesses including car dealerships, the growing Melbourne DFO complex and the Australian Events Centre.

Robert Dawson, Hyatt area vice president, said the Hyatt Place brand was perfect for the location, offering "modern convenience" for today's traveller. Hyatt Place is a 'select service' offering, with comfortable beds, free high-speed wifi, breakfast included and 24/7 service.

After mingling in the hotel foyer for drinks and a welcome by TV personality Richard Wilkins, guests then moved to the adjacent events centre where the formalities took place, followed by an exclusive performance by pop star Guy Sebastian. Lots more pics at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).



ABOVE: Robert Dawson, Hyatt Hotels Asia Pacific area vice president.



LEFT: Hotel co-owner Max Beck, Victorian Premier Daniel Andrews and other dignitaries cut the cake, following a speech by Beck where he described an attempt at poetry to launch the hotel: *A chippy and a trucky got lucky...and we certainly did with Essendon Fields...*

Beck and Lindsay Fox purchased the then run-down airport and surrounds from the government in 2001.



ABOVE: Consummator performer Guy Sebastian and his band wowed the crowd.



LEFT: Hyatt regional vice president of sales operations Asia-Pacific, Kate Atkinson with Damian Dagleish, Essendon Fields development director and Karena Noble of Voyages Indigenous Tourism Australia.

RIGHT: Plenty of AFL talent was also in the room - described by some as the "tall, scruffy people".



BELOW: Attendees included Tourism Australia managing director John O'Sullivan, pictured right with accommodation industry expert Rodger Powell and Peter Bingeman, recently named ceo of Visit Victoria.



LEFT: The Australian Events Centre, which features some fabulous artwork, also had a number of historical items on display including Lindsay Fox's first delivery truck. Fox is pictured with the vehicle - which has Essendon Fields ceo Chris Cowan in the driver's seat.

Friday 16th June 2017

Nanuku comes to Sydney



THE Nanuku Auberge Resort Fiji team hit Sydney to bring some Fiji sun into a damp city this week.

This marked gm Sascha Hemmann's first visit to Sydney since his appointment to the role in early May 2017.

During the trip to the Harbour City, the team met with some of the resort's industry partners

Pictured are Joanne Karaboikis, retail sales exec; Shashita Nand, director of sales & marketing;

Sascha Hemmann, gm; and Mike Parker-Brown; pr consultant.

Airbnb Instant Book

AIRBNB has rolled out new tools to improve the Instant Book process for both hosts and guests.

Changes include new check-in settings, improved calendar control to avoid double bookings and more.

Instant Book allows guests to instantly book a listing rather than messaging the host first to enquire if a property is available.

The company estimates more than 1.7m properties listed on Airbnb use Instant Book.

Accor to Orange

ACCORHOTELS has announced the Templers Mill Hotel will be rebranded to Mercure Orange.

A rebrand of the hotel will be completed in Aug, following the end of a three-year expansion.

The 77-room hotel is located in the Orange Ex-Services Club.

As part of the precinct's expansion, a new restaurant will open featuring local wine & food.



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.

The Tank Stream Hotel Sydney is offering a Sydney Sunday Super Saver package, with up to 50% off bed and breakfast rates on Sun. The package starts from \$179 per room and is valid until 30 Sep. **CLICK HERE** for more.

From Borneo to Chiang Mai, **Intrepid Travel** has a range of itineraries reduced by up to 25%. Deals include a 10-day Comfort Family Borneo Adventure priced from \$2,112pp, with a saving of \$373pp. The special is available until sold out. **CLICK HERE** to view the offerings.

Regal Hotels is offering a special agent deal for its **Regal Riverside Hotel** in Hong Kong. Rates start from \$90 and are valid for bookings until 16 Sep. **CLICK HERE** for the agent deal.

Celebrating its first winter, **Arthurs Seat Eagle** is offering 20% off single and return ticket visits between Mon and Fri. The offer is valid during the school holidays and across the winter period - more info **HERE**.

ADCT cruise boost

ABU Dhabi Cruise Terminal (ADCT) has seen a 48% rise in pax and a 40% increase in vessels over the 2016/17 cruise season.

The season saw more than 345,662 tourists visit the Emirate, up from 232,605 in 2015/16.

Mahana into Spice

TO MEET demand, The Touch of Spice Residence Collection is introducing two new properties in New Zealand.

The first is Bron-Yr-Aur in Queenstown and the other is Mahana Villa in Nelson.



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.

9) How many offices does China Southern Airlines have within Australia and New Zealand?



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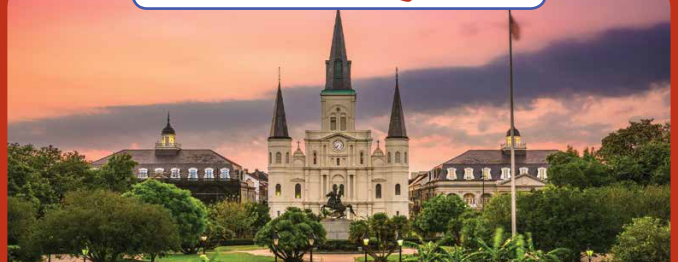
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*TERMS & CONDITIONS: All fares are in US dollars, per person, twin share based on lowest available category, port taxes and early bird discounts (correct as of 15 JUNE 2017). Valid for new bookings only, cannot be combined with any other offers. All offers are capacity controlled and can be withdrawn or modified at any time without notice and are subject to availability at time of booking. Cancellation penalties & conditions apply. Solo occupancy is subject to availability and on selected cabin categories (details and fares available on request). ⁺Derby tickets not included – call for details. [^]Deluxe Outside Stateroom, with Bay Windows. Prices based on payment by cash or cheque only. Travel agent service fees not included. American Queen Steamboat Company reserves the right to change, correct errors, withdraw from sale any or all fares, itineraries, excursions & fees. For full terms & conditions visit www.aqsc.com.au or visit your local preferred Travel Agent.



Working in partnership with the Australian Travel Industry

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, \$55k + Super, 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) 9113 7272 or click [APPLY](#) now.

Air Desk | Airfare Manager

Brisbane, \$70-\$80k + super, Ref: 2912SZ1

With 4 global offices worldwide and over 250 staff members, my client is a growing and rapidly expanding business located in the heart of Brisbane. This newly formed position is for a airfares specialist wanting to make their own stance in a position & really manage their own work load whilst managing and building a team of consultants. If you have an understanding of wholesale and gross fares plus solid knowledge of a GDS or all 3 proficiently then this could be your dream job.

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

Travel & Cruise Consultant

South East Victoria, \$55k + Super, Ref: 2015DM1

We are looking for an experienced travel consultant to join this well established travel agency. This agency deals with high-end and cruise enquiries with a loyal client base. If you have a passion for all things travel and have an interest in cruising and also have a passion for customer service then this would be a very rewarding role for you. This agency has an outstanding reputation and they are looking for a strong consultant to join their close knit team in the South Eastern Suburbs.

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

Temporary Travel Administration Assistant

Sydney, \$25 per hour inclusive super, Ref: 2916/RM1

Are you an experienced Travel Administrator who can hit the ground running and is experienced in GDS and Excel. This leading Sporting and Events Management company based in North Sydney needs your help for 3 months starting asap. This role will be responsible for coordinating and booking logistics for standard event packages as well as coordinating group logistics and other adhoc bookings and duties. You must love customer service and must have recent travel industry experience.

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

Multi-Skilled Business Travel Consultant

Brisbane, Competitive Salary + Super, Ref: 2918CNA

Our client, an international TMC, are on the look out for motivated travel consultants who are looking to take their career to the next level. If you are looking for a company where you can enjoy career progression, recognition, rewards and fun office culture, then this is the opportunity you've been searching for. This corporate travel role would suit an experienced, international corporate with extensive GDS experience wanting to earn more and be challenged in their career!

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

Wholesale Travel Consultant

Northern Suburbs, \$50-53k + Super, Ref: 2920HC1

This is a fantastic opportunity to join a well-known wholesaler in Melbourne to join their fun & friendly team. This company is extremely reputable and well established & offer a secure and stable working environment. You will be dealing with travel enquiries from the trade & using your extensive travel experience & sales abilities to secure bookings. The main areas of responsibility in this position will focus around selling a wide range of niche travel products to agents.

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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online... on mobile... in branch



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. 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