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Help your clients take off with Virgin Australia. The top 35 agents with the highest ticketed revenue (base fare) between **3 April 2018 and 1 May 2018** will

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Simply sell and ticket any Virgin Australia (795) marketed and operated flights ex Australia during the Promotion Period 3 April 2018 – 1 May 2018 for travel between 3 April 2018 – 30 June 2018 on domestic and Trans Tasman flights, 3 April 2018 – 13 September 2018 on all other international flights and enter the below OSI entry into the GDS at the time of PNR creation:

Sabre: 3OSI VA VAIN VA/Giveaway/State/Agent's first name and last name/personal work email address Galileo: SI.VA*VAIN VA/Giveaway/State/Agent's first name and last name/personal work email address Amadeus: OS VA VAIN VA/Giveaway/State/Agent's first name and last name/personal work email

Please note: When entering your personal work email address in the OSI field, in replacement of @ in your email address please use //. If you have an underscore (_) in your email address, replace _ with --

australia

For details of each weekly prize and full terms and conditions please visit

virginaustralia.com/giveaway



FIND OUT MORE

rms and conditions apply. Entry is open to Australian residents aged 18 years or over who are employed as a travel agent at a travel agency office located in Australia, have valid individual work email address (generic agency or shared email addresses are not valid) and use a GDS to make bookings, excluding online travel agents and their employees and are a member of the Velocity Frequent Flyer Program (Entrants). Virgin Australia prime/operating flights only on (795) ticket stock. Weekly Prizes will be allocated to 30 Retail agents, 10 Regional retail agents and 30 Corporate TMC agents. Weekly and top prizes will be given out at the end of the incentive period. Top 35 Grand prize winners can only win a maximum of 1 weekly prize over the incentive period. The top 35 grand prize winners will be the highest sellers for the full promotional period. Flight prizes are valid for departure from the winners closest airport served by Virgin Australia. Flight prizes to New Zealand, Los Angeles and Hong Kong are valid for travel on Virgin Australia operated services only. All winners will be notified by phone by 14 May 2018.





Travel Daily

First with the news



Virgin Giveaway

VIRGIN Australia is continuing its "Gigantic Giveaway" with 20 million Velocity points and other prizes up for grabs.

Thirty-five top agents stand to win 500,000 Velocity points - see today's cover page for details.



U by U average age rising

UNIWORLD'S decision to shed the age restriction on its new U by Uniworld program (TD 09 Mar) has seen the average age of passengers booking on sailings increase by more than 10 years.

"We've seen bookings come through beautifully since the change," Uniworld ceo Ellen Bettridge told TD while aboard the newly renovated Super Ship Beatrice on the Danube.

The product initially launched pinpointing the 18-40 age bracket before being bumped up to 21-45 years, and then last month the age limit was removed altogether.

At the time, Uniworld said it was focused on the traveller with a "millennial-mindset".

Bettridge admitted to initially "digging in her heels" to avoid removing the age boundary, but after having "heart to heart" chats with customers, the Uniworld exec team made the decision to pull the pin on the restriction.

"It was the right thing for us to do," she explained.

Since removing the age cap, the average age of U by Uniworld's

client has notably changed.

"It's not that much higher. Maybe we were more in the early 30s market for the average age & now its kind of mid 40s," she said.

"It's not a dramatic difference." Bettridge told Travel Daily the U by Uniworld product remained fundamentally a "very different product" to Uniworld cruises.

She said that a group of agents from the Virtuoso luxury travel network recently had a chance of seeing the product before the inaugural sailing of The B later this month.

"The feedback they provided to me was U by Uniworld was akin to the W or Moxy brands in the hotel industry.

"She's the funky brand, but not everyone wants the funky brand. Not everyone is going to stay at W or Moxy hotels, and likewise, U by Uniworld won't suit every traveller," Bettridge said.

"We've created a different brand for a different style of vacation," she said.

More from Uniworld on pages 2 & 4 and Cruise Weekly tomorrow.

HK Airlines changes

HONG Kong Airlines is adjusting its Australia/New Zealand schedule over the southern winter. HKG-OOL-CNS services reduce from five to three weekly. 01 Jul-27 Oct, & HKG-AKL drops from seven to five, 01 May-28 Jun.





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Today's issue of TD

Travel Daily today has seven pages of news, a front cover page for Virgin Australia, a photo page for Excite Holidays plus full pages from:

- AA Appointments jobs
- Club Med

Club Med upgrades

CLUB Med is inviting travellers to "upgrade your island experience" with packages to the Maldives and Bintan Island.

Packages in conjunction with Singapore Airlines offer various class options - see page nine.



Inspiration of JAPAN A STAR ALLIANCE MEMBER







Travel Daily

on location on the

Danube River

Today's issue of *TD* is coming to you from Vidin, Bulgaria, courtesy of Uniworld Boutique River Cruise Collection.

THE past weekend saw *Travel Daily* explore regions of Eastern Europe on the Danube, including Vukovar in Croatia and Belgrade in Serbia, as part of our Uniworld cruise from Budapest.

The cruise has also provided an opportunity to sample numerous parts of the *Super Ship Beatrice*, including the new Schubert's cafe, gym & Wolfgang's lounge.

Yesterday, *Beatrice* became the first ship to moor at a new cruise port at Donji Milanovac in Serbia.

TD has also captured videos and photos to view *SS Beatrice's* venues, staterooms and spaces see **FACEBOOK** & **INSTAGRAM**.

Tourism Fiji cancels FTE

TOURISM Fiji's annual tourism expo was abruptly cancelled on Sat due to a pending cyclone, just three days before the showcase event was set to kick off.

The 2018 Fijian Tourism Expo (FTE) had been scheduled to take place 10-12 Apr at the Sheraton Fiji on Denarau Island, but worsening weather conditions have led to the Expo's suspension.

In a formal announcement Tourism Fiji advised that all activities related to the official FTE program were cancelled.

"This difficult decision has been taken because of safety concerns for all delegates due to the deteriorating and serious weather conditions," the agency said.

This morning there is torrential rain at the venue, but the latest forecasts are for the worst of the storm to pass through at about 2pm this afternoon after a number of downgrades.

All schools in Fiji are closed

today due to the conditions and some areas of Fiji have been evacuated due to flooding.

Full refunds of FTE registration fees are being provided, however given the lateness of the cancellation a significant number of exhibitors and buyers are already in Fiji and it's understood that some have managed to reconfirm appointments despite there being no formal activities.

FTE this year had been set to feature an appearance by Fijian president Major-General Jioji Konrote among other senior government officials.

More than 100 exhibitor booths had been planned, while almost 150 buyers were set to attend from key markets including Australia, New Zealand, Canada, the US, China, France & Denmark.

However Tourism Fiji has also confirmed that hosted buyer slots for the expo were "cut down dramatically" this year.

Boracay refunds

THE Philippine Department of Tourism has confirmed the closure of the island of Boracay for six months from 26 Apr (*TD* Fri), and says further updates will be provided to the industry soon.

Flights to Caticlan or Kalibo with Philippine Airlines and Cebu Pacific can be rebooked or refunded without fees.

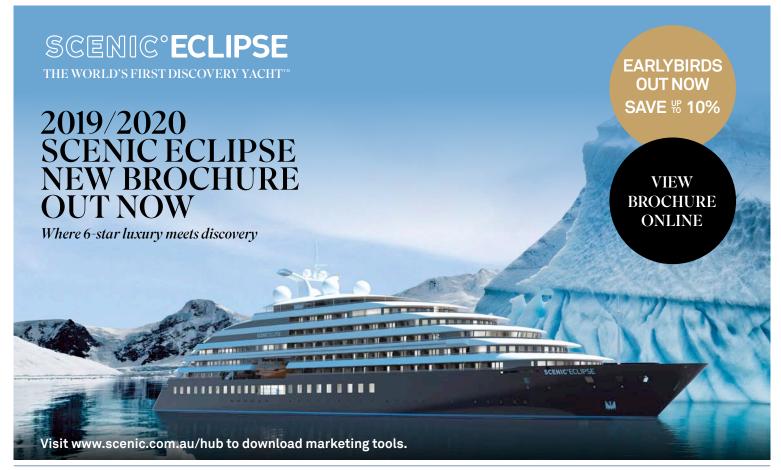
DFAT has updated its travel advisory for the Philippines to warn of the closure and says travellers should contact travel agents and operators for info.

Excite Japan brox

EXCITE Holidays has created a nine-page destination guide to Japan, released to coincide with the cherry blossom season.

The guide showcases the best of Tokyo, Kyoto, Osaka, Sapporo and Okinawa highlighting some of best top places to eat, things to do and places to stay.

CLICK HERE to download.





TMS buys inPlace Recruitment

TODAY marks the end of an era in Australian travel industry recruiting - and the start of a new one, with the sale of inPlace Recruitment to rival TMS Talent.

inPlace founder and ceo Sandra Chiles has sold the business after more than 37 years in travel recruitment, saying "I couldn't be happier with the new direction and exciting opportunities that lie ahead".

Chiles established her company in 1981 as the first specialist travel and tourism recruitment agency in Australia, which was originally known as Travel People.

In 2006 she expanded through the acquisition of Travel Personnel, with the merged business rebranded to become inPlace Recruitment.

She said she was looking forward to taking a step back from the day-to-day management of the business, as well as supporting TMS and the travel and tourism industry as a whole.

TMS Talent global md John Terry has driven the growth of the business in recent years, including the recent acquisition of Londonbased rival New Frontiers.

Terry said he was excited at the collaboration of "Australia's two leading travel and hospitality recruitment brands".

TMS Asia-Pacific was originally founded by Garry Marshall and Phil Hoffmann and established a range of international operations, but has had a lower profile within the trade since its sale some years ago (TD 12 Nov 2012) to a consortium led by Steve Hamblin.

The acquisition of inPlace would "strengthen the group's access to an extensive international pool of quality, experienced candidates for our clients and open up a significant portfolio of leading company brands for our jobseekers," Terry enthused.

The inPlace team has already relocated to the TMS Talent office in Hunter St, Sydney.



QF/AS codeshare

QANTAS has expanded its codeshare agreement with Alaska Airlines, increasing the number of city pairs offered from 25 to 52.

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From 20 May, Qantas will add its code to 27 routes operated by Alaska Airlines from its hubs in Los Angeles, San Francisco and Honolulu, including destinations such as Newark, Boston, Chicago, Washington and Fort Lauderdale.

Connections are available with QF flights from Sydney, Melbourne and Brisbane to San Francisco and Los Angeles.

Novotel Sth Wharf opens in Melbourne

THE \$150m Novotel Melbourne South Wharf "golden tower" has opened, offering 347 rooms and suites adjacent to the Melbourne Convention & Exhibition Centre.

Novotel Melbourne South Wharf is ideally suited to the corporate & conference traveller, but is also targeting the intra- and interstate leisure visitors.

AA orders 47 787s

AMERICAN Airlines will more than double its 787 Dreamliner fleet after signing a new order with Boeing for 47 of the aircraft plus 28 options.

The carrier still has more planes on the way from its initial order of 42 787s but said it was buving the additional Dreamliners - 22 787-8s and 25 787-9s - to further modernise and expand its fleet.



Window

A CONTROVERSIAL new biography of Prince Charles authored by investigative journalist Tom Bower claims the Prince of Wales never travels without his own toilet seat.

The bizarre assertion was put to Charles during his visit to Qld for the Commonwealth Games, The Mirror reports.

"My own what? Oh don't believe that c*#p," he retorted. Although the defence was certainly spirited and concise, it wasn't exactly the best time to use such a potty mouth, your Royal Highness.



Rail Plus training

RAIL Plus has announced the launch of its latest Rail Expert training program for agents.

The sessions will take on a new format this year, combining **Europe and Great Train Journeys** on the one platform, new "bitesized" modules that will be rolled out gradually throughout the year & a new rewards system criteria.

To register for the new Rail Plus program, agents need to create an account - more info HERE.

Are you Australia's favourite Travel Agency?

Voting is NOW OPEN for the NTIA People's Choice: Retail Agency Award.

To win, have your clients vote for you as their favourite ATAS travel agency. FIND OUT MORE >





Balconies questioned

UNIWORLD'S ceo Ellen Bettridge has questioned the need for river cruise ships to offer balconies, insisting The Travel Corp has no intention of introducing them.

"We really need to maximise the space within the cabin and you can only make the ships so wide and only so long on rivers.

"With the feedback we are getting from our passengers, they are perfectly happy with what they have," Bettridge told **TD** aboard the Super Ship Beatrice.

"People just don't spend that much time in their cabins.

"Maybe they'd have one moment of standing on it, but for the most part guests are here to meet other people and engage with others," Bettridge said.



WIN WITH HKTB

Hong Kong is where East meets West and old merges with new to create a dynamic kaleidoscope of cultures, entertainment and culinary feasts.

Test your knowledge on Asia's cosmopolitan hub for your chance to win one of five "HK Goody Packs", courtesy of the Hong Kong Tourism Board and *Travel Daily*.

To win be the first person to send the correct answer to the question to hktb@traveldaily.com.au

Hong Kong has over 260 outlying islands, name three islands you would like to visit?

Visit www.discoverhongkong. com/au to learn more about Hong Kong, plus complete the training program at www.specialisthk. com/au by July 2018 to win a place on an incentive trip.



Uniworld B&R hiking

THE nearly two-year-old pact between Uniworld Cruises and active travel specialist Butterfield & Robinson (B&R) is preparing for an expansion.

The companies came together recently to introduce a Rhine River Cruise Biking itinerary (for departures this year) through Switzerland, France and Germany on the Danube, Rhone and Rhine.

The eight-day cruise includes a bike excursion every day.

Building on the success of the partnership, the program will likely be broadened to take in hiking, Uniworld chief executive officer Ellen Bettridge said.

"We do some incredible biking experiences with them and we are looking to expand that to hiking experiences as well," Bettridge explained.

"That partnership works pretty well for us. I think the good news is that we started that very slow and we've just seen that grow and grow and grow," she added.

Moselle for U by U?

EUROPE'S Moselle River has been identified as a destination for potential itineraries for the U by Uniworld brand, according to Uniworld ceo Ellen Bettridge.

This year's launch program for U by Uniworld consists of cruises along the Seine, Rhone, Danube and Main rivers.

Questioned by *Travel Daily* about other destinations she'd like to see Uniworld and its little-sister brand expand into, Bettridge said she saw "an opportunity for U to expand within Europe".

"I see with Uniworld that the Moselle is very popular.

"We continue to have a ship there, and do we move another ship there, or do we build or bring another ship?" she said.

"The Moselle is very small and there's really only a peak season for it, so I'm not sure."

MEANWHILE, Bettridge said drinks packages were now available for U by Uniworld pax.

Sabrage salute for Beatrice



UNIWORLD Boutique River Cruise Collection held a sabrage ceremony on the Danube in front of the Hungarian Parliament Building in Budapest to officially mark the change over of *River* Beatrice to Super Ship Beatrice.

The event on Fri, which sees the neck of a bottle of champagne removed with a sabre (**pictured**), was used to recognise *Beatrice's* coming of age.

Uniworld injected millions of dollars into the 20-week facelift of *Beatrice*, which has seen broad changes across the vessel.

Enhancements include a yachtstyle light wood complemented with blue and white finishes used throughout the ship, along with marble floors and a white Murano chandelier with blue shades and a grand staircase in the ship's lobby.

The redesigned lounge features

new furniture with hand-made upholstery, a parquet floor and upholstered ceilings, solar shades and USB ports throughout.

The renovation saw a nose fitted up front, enabling the addition of a new 18-seat cafe (located in front of the bar) called Schubert's.

SS Beatrice's main restaurant and keeping with the theme of Austrian composers - is Mozart's, while down the stern of the ship is Max's - a new immersive culinary experience.

CEO Ellen Bettridge, **pictured** on the right (at back) with guests for the "Kodak moment", told *Travel Daily* the overhaul also saw more suites added, driven by feedback from customers.

"Across the fleet we've seen high demand for suites. We've heard from past guests over, and over again, so we've delivered with Super Ship Beatrice".







inPlace marks new direction





SUPER XV ROUND 8 WINNER

Congratulations

TANIA BOTHA

from Temora Travel

Tania is the top point scorer for Round 8 of Travel Daily's Super XV footy tipping competition. She's won \$100 travel credit courtesy of Expedia.





The major prize for the 2018 footy tipping competition is return economy class airfares to Christchurch flying with **EMIRATES**.

THERE was much cause for celebration on Fri as the teams from inPlace Recruitment and TMS Talent Group welcomed in their newly established business relationship over a lunch at Cafe Sydney (see page three).

Speaking with *TD* about the takeover, inPlace Recruitment managing director Sandra Chiles said, "I couldn't be happier with the new direction and exciting opportunities that lie ahead," adding that "I think it's a marriage made in heaven because of the long-running respect we have for each other."

"We both share a great belief in putting back into the industry and are aligned in our endeavours to market the travel industry as a career," she said.

Chiles founded Australia's leading travel and hospitality recruitment agency 37 years ago and has been a keen advocate for the industry including a long-running association with the Travel Industry Mentor Experience (TIME).

Pictured from left at the Cafe Sydney lunch are Kristi Gomm marketing manager inPlace Recruitment, Ainslie Hunt operations manager TMS Talent, Sandra Chiles founder and managing director of inPlace Recruitment and John Terry global md TMS Talent Group.



Brochures

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



Broome, Kimberley & Beyond - WA, SA & NT 2018/19

Broome, Kimberley & Beyond has revealed its Western Australia, South Australia and Northern Territory brochure, featuring a fresh design and over 20 new products. Destination information has been increased in the new program with more maps, event dates and travel tips. In keeping with the company's heritage, the brochure has a strong feature on The

Kimberley region, including 12 cruise operators with departures leading in at \$2,800 per person.



APT - Tasmania 2018/19

The fresh Tasmania brochure from APT has added sailings on the new *Spirit of the Wild* ship to its lineup, offering guests cruises on the Gordon River. A highlight of the program is the popular 12-day Royal Tasman, which ventures to the Bridestowe Lavender Estate, the Tarkine Forest Reserve and Cape Tourville in the Freycinet National Park. The program includes two-night stays in Hobart, Launceston and Cradle

Mountain, allowing guests plenty of time to explore the destinations.



Scenic - Scenic Eclipse 2019/20

New destinations and itineraries feature in the 2019/20 program. The addition of a second ship to the fleet has allowed the company to offer new Arctic destinations, including the Russian and Canadian Arctic, and the Northwest Passage, and expand European Arctic itineraries. New summer departures of the Antarctica in Depth cruise have been added, along with an extra Antarctica, South Georgia & Falkland Islands itinerary.

Also new are three cruises in the Americas, which will explore the Canadian maritime provinces and the east coast of the USA.

Fiji cyclone alert

SOUTH Sea Cruises has cancelled a range of departures as Tropical Cyclone Keni approaches Fiji today.

All day trips and resort connections to the Mamanuca and Yasawa regions and fournight Wanderer cruise departures scheduled for today and tomorrow have been cancelled.

Captain Cook Cruises has cancelled day trips and sunset cruises, and its current *Reef Endeavour* cruise is likely to delay in its return to Denarau.

Jamaica violence

THE Jamaican Government has extended a state of emergency due to ongoing violence in the parish of St James, including Montego Bay.

DFAT is advising travellers avoid protests & large public gatherings as they may turn violent.

Colorado Aust reps

THE Colorado Tourism Office has chosen Asia Pacific Travel Marketing Services (APTMS) as its Australian rep, promoting the state via media and the trade.

Australia has been Colorado's second largest overseas market since 2011 and one of its fastest growing since 2009.

APTMS will take on the role this week ahead of the IPW trade show in Denver next month.

Kuruvita to Banyan

AUSTRALIAN chef and restaurateur Peter Kuruvita will host a weekend at Banyan Tree Phuket from 27-29 Apr.

A highlight of the three-day weekend will be a Sun brunch by Kuruvita on 29 Apr.

The weekend also includes the Laguna Phuket Food & Music Festival, a community event with gourmet food booths.

Art class with Excite and Abu Dhabi!

IN CONJUNCTION with the Department of Culture & Tourism - Abu Dhabi, Excite Holidays recently held two exclusive agent events to celebrate their campaign, 'Abu Dhabi: Your Extraordinary Story'. The celebrations kicked off at Cork & Chroma in Brisbane, followed soon after by a second event at Cork & Chroma in Sydney.

Travel Daily

Monday 9th April 2018

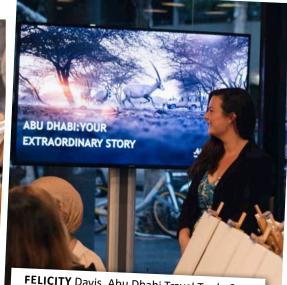
At each, a group of 25 agents were treated to delicious Middle Eastern-inspired cuisine and had the chance to mingle before sitting down to paint an Abu Dhabi-inspired artwork. Along with the Excite Holidays

marketing team, two representatives from the Department of Culture and Tourism were in attendance at both occasions. Jennifer Gaskin, Country Manager Australia & NZ was on hand in Brisbane, whilst Felicity Davis, Travel Trade & MICE Executive attended the Sydney gathering. The 'eat, sip and paint' event aimed to highlight the fantastic attractions on offer in Abu Dhabi, including the brand new Louvre Abu Dhabi, with both Jennifer and Felicity giving short presentations on all that the desert city has to offer.

The events were a huge success and showed agents why Abu Dhabi is deserving of a spot on the bucket list and how accessible the destination is for Australian travellers. From now until Sun 22 Apr, agents have the chance to win one of eight spots on an Abu Dhabi famil. Visit engage.exciteholidays.com/abudhabi for more information and to download the curated guide.







FELICITY Davis, Abu Dhabi Travel Trade & MICE Executive, tells a little of the destination's extraordinary story.









Jenny Gill, New Farm Travel.

Travel Daily

Monday 9th April 2018

Pilbara camping

WESTERN Australia has opened its third Camping with Custodians campsite at Peedamulla Station near Onslow.

The camping concept is an Australian-first initiative that sees campgrounds built and run by Aboriginal communities.

The latest site is the first in the Pilbara region and contains a collection of heritage-listed buildings, as well as amenities such as barbecues, hot showers and flushing toilets.

Tas info sessions

TOURISM Tasmania has revealed it will be conducting a series of information sessions over the next couple of months with Hobart and Launceston dates already confirmed as 12 and 13 Apr respectively.

Sessions will discuss the latest marketing activity undertaken by the body and how agents can best take advantage.

Additional sessions in the state's north west and east coast tbc. To register CLICK HERE.



Win flights to anywhere on Royal Brunei Airlines' network

Royal Brunei Airlines is celebrating four years of flying from Melbourne to London with the 787 Dreamliner.

Show us in a photograph or meme how you would best celebrate with Royal Brunei Airlines on the 787 Dreamliner to London. Make sure you include the RBA Dreamliner in your entry (you can take a screenshot of the pic below).

The most creative entry will win two return Economy Class tickets from Melbourne to anywhere on the Royal Brunei network.

Send your entries to rba@traveldaily.com.au by COB 30 April.



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Wendy Wu winner celebrates



WENDY Wu Tours has revealed the winner of its Shop Free, Fly Free Incentive comp as Matt Grigg from Flight Centre Heidelberg in Victoria.

Grigg has walked away with a \$20,000 prize and the warm embrace from Shoots the Panda.

"We're delighted to reward Matt with this incentive prize," said Wendy Wu general manager Steve Richards.

"Thank you to all of our loyal agents for your ongoing support."

The lucky winner celebrated into the night with some well earned bubbles according to posts from his Facebook page.

Watch the moment Grigg was surprised with his prize HERE.

Pictured: Wendy Wu bdm Christine Yatridis, winner Matt Grigg, accompanied by the gregarious Shoots the Panda.

PAL to JFK direct

PHILIPPINE Airlines (PAL) has announced it will operate four weekly non-stop Manila to New York JFK services in both directions commencing 28 Oct.

The new route replaces PAL's existing one-stop service from Manila to JFK via Vancouver.

Manila to JFK non-stop flights will be operated by Boeing 777-300ER aircraft.



ROUND 5 WINNER

Congratulations

HOLLY MCVEIGH

from STA Travel

Holly is the top point scorer for Round 5 of Travel Daily's NRL footy tipping competition. She's won \$100 travel credit courtesy of Expedia.





The major prize for the 2018 footy tipping competition is return economy class airfares to Europe flying with **EMIRATES**

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Strong salary + bonus + benefits on offer.

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| FLY: SQ Economy Class from SYD/MEL/CBR STAY: Club Room | \$2,327 | |
| FLY: SQ Premium Economy Class from SYD/MEL/CBR STAY: Deluxe Room | \$3,968 | |

Club Med Kani Maldives



Offering the very best of the Maldives with the worry-free benefit of the all-inclusive package. Treat yourself to an exclusive Manta overwater suite with panoramic views of an idyllic turquoise lagoon and enjoy exclusive services.

| 7 NIGHT ADULT PACKAGE PP FROM | |
|--|---------|
| FLY: SQ Economy Class from PER STAY: Club Room | \$3,084 |
| FLY: SQ Economy Class from SYD/ MEL/BNE/CBR/ADL STAY: Club Room | \$3,291 |
| FLY: SQ Business Class from PER STAY: Manta Overwater Suite | \$9,070 |
| FLY: SQ Business Class from SYD/ MEL/BNE/CBR/ADL STAY: Manta Overwater Suite | \$9,625 |

Club Med Finolhu Villas Maldives



Exceptional in every detail, from the stunning overwater architecture to the intuitive, discrete service of private butlers, each moment in this Maldives all-inclusive resort paradise in truly unforgettable.

| 7 NIGHT ADULT PACKAGE PP FROM | |
|--|----------|
| FLY: SQ Business Class from PER STAY: Sunrise Beach Villa | \$10,287 |
| FLY: SQ Business Class from SYD/ MEL/BNE/CBR/ ADL STAY: Sunrise Beach Villa | \$10,838 |























VALID FOR TRAVEL 3 APRIL - 30 NOVEMBER 2018

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