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2019

EARLYBIRDS  
END  
31 AUGUST

15 Day Classic  
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## InterContinental for AKL

INTERCONTINENTAL Hotels Group this morning announced a new flagship property in New Zealand, with the InterContinental Auckland to open in 2022 as part of a \$1b mixed use development.

The waterfront location at 1 Queen Street "will inevitably become a destination in its own right," IHG said, with the project being undertaken by NZ real estate owner Precinct Properties.

"The world-class waterfront development is also destined to become Auckland's newest shopping, dining and social hub," the company added, with a wide range of food and beverage outlets to complement the hotel's luxury dining experience.

The InterContinental Auckland will feature 244 guest rooms, 90% with water views, along with the signature Club InterContinental, a gym and meeting facilities.

"It's high time Auckland got a taste of the InterContinental Life, so we are very excited about this announcement," said IHG senior director of development for Australasia, Abhijay Sandilya.

He said the new property would benefit from convenient access to a host of "demand generators" including the NZ International Convention Centre, the SKY CITY casino and the city's international cruise ship terminal.

InterContinental Auckland will be the second property for the brand in NZ, joining the existing InterContinental Wellington and complementing other InterContinental hotels in Perth, Adelaide, Melbourne, Sydney and Sanctuary Cove - plus Hayman Island in the Whitsundays which will also relaunch under the InterContinental banner next year.

IHG now has 48 Holiday Inn, Holiday Inn Express, Crowne Plaza and InterContinental hotels operating in Australasia plus 22 more in the pipeline under the Indigo, EVEN and voco brands.

### Today's issue of TD

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

- Voyages to Antiquity
- AA Appointments jobs

## Constellation partners with WW

SOME members of the Woolworths Rewards loyalty program are being offered the opportunity to win a world trip courtesy of Constellation Journeys and QF Frequent Flyer.

Participants who have elected to convert their Woolies rewards into Qantas Points must shop and scan weekly for the next month to receive an entry into the competition.

The grand prize is two Superior Plus Class tix on the Constellation Journeys Around the World Privately Chartered Qantas 747 trip departing Sydney on 30 Sep 2019, worth up to \$61,000.

There are also five weekly prizes of a \$200 Qantas flight voucher.

## Voyages bucket list

VOYAGES to Antiquity is promoting the three most popular sailings in its 2018/19 World Season, including the 36-night Passage to Ancient Egypt & India cruise from Athens to Delhi which "ticks so many bucket-list items for such a great fare" - see page eight for details.

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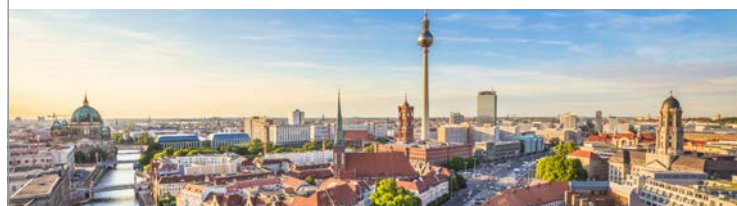
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twin share

\*Conditions apply



## Cover-More hoops

**COVER-MORE** travel insurance has signed a new one-year partnership with the Sydney Kings basketball team, covering the 2018-19 National Basketball League season.

Cover-More ceo Mike Emmett said while the company now operates in 22 countries, it was created in Sydney in 1986 and the agreement reflects its origins.

The insurer also has sporting partnerships with the Gold Coast Suns AFL team and Arsenal Football Club in the English Premier league competition.

The NBL season kicks off on Sat 13 Oct 2018, with the Kings making their debut at Sydney's Qudos Bank Arena against the Adelaide 36ers.

## Airline times slip

**THE** on-time performance of Australia's domestic carriers slipped during 2017-18, falling below the rates achieved during the previous year as well as the long-term average.

Year-end figures released today by the Bureau of Infrastructure, Transport and Regional Economics (BITRE) show 82% of departures and 81.2% of arrivals were on time last financial year, down from 83.8% and 83% respectively in 2016-17.

VA had the best on-time rates of 84.7% for departures and 82.6% for arrivals, followed by QF (82.8%/82.3%), JQ (75.2%/77.8%) and TT (71.5%/69.4%).

The year's CNX rate was 1.7%.

## Melb hotel projects sold

**HONG** Kong private equity firm Gaw Capital Partners has taken over a major Melbourne hotel site as part of a strategic move into the Australian market.

The Bell City mixed-use development in the northern suburb of Preston has been purchased via the firm's hospitality arm GCP Hospitality for \$157 million, with plans to introduce new facilities including restaurants and social areas.

The property currently houses two hotels under the Mantra and BreakFree brands, with a total of 844 rooms.

It also has conference facilities, commercial tenancies and serviced offices.

"In addition to giving us a foothold in the Melbourne market, this major hospitality asset will allow us to effectively roll out multiple concepts within the same project," said Gaw Capital Partners president

Kenneth Gaw.

"After this acquisition, we look forward to further expansion opportunities in the Australia market," he said.

**MEANWHILE**, a hotel development in Melbourne's CBD has reportedly been sold off the plan for \$91.3 million.

The *Australian Financial Review* says the 30-storey project has been sold by developer BPM to Indian aviation and travel giant InterGlobe Enterprises.

The development involves a 241-room hotel on the corner of Flinders Lane and King Street which will be managed by TFE Hotels under its Quincy brand.

Construction is due to begin in the last half of this year.

InterGlobe was founded by billionaires Kapil and Rahul Bhatia who also founded Indian low-cost carrier IndiGo.

The company also owns 16 hotels across India.

## QR Eastern Europe capacity expansion

**QATAR** Airways has confirmed plans to operate additional wide bodied aircraft to several destinations in Eastern Europe, with GDS screens indicating that 787-8 aircraft will replace A320s on the Doha-Prague route from 28 Oct 2018.

Airbus A330-200s will also replace A320s between Doha and Warsaw, while larger A321s will replace A320s on some flights between Doha and Sofia.

## Trump faces lawsuit

**THE** Trump International Hotel and Tower in Chicago is facing a lawsuit from the state of Illinois for allegedly jeopardising the Chicago River's aquatic life.

The hotel is being accused of discharging millions of gallons of warm water into the city's river without a permit.

The tower's permit expired on 31 Aug last year.

## Explorer to Aust

**SEVEN** Seas Explorer will sail to Australia and New Zealand for the first time as part of Regent Seven Seas Cruises' newly released 2020-21 program.

The ship will operate nine itineraries in the Asia Pacific region between Nov 2020 and Apr 2021.

The season features 167 sailings, including 11 new ports in Europe, Asia, and the Americas.

More in today's *Cruise Weekly*.

## Introducing the Qantas Distribution Platform.

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**QANTAS** DISTRIBUTION PLATFORM

\*Connection to QDP is subject to terms and conditions see [www.qantas.com/ndc](http://www.qantas.com/ndc)

## Adelaide set for take-off



**WORK** has begun on a \$165 million expansion of Adelaide Airport that will provide upgraded facilities for international arrivals and departures as well as a series of new retail and dining options (TD 14 Jun).

The first sod was turned yesterday by the airport's md Mark Young and state manager

of Watpac Construction Tim Tape (pictured), with the project set for completion in 2021.

The expansion will include extra baggage facilities, more space for immigration processing, a larger duty free precinct and 80% more dining and retail space.

A new common user premium lounge will also be added.

## Top Parks advisor

**FORMER** Tourism Australia deputy ceo Frances-Anne Keeler has been appointed to chair an advisory board for the Top Parks caravan and holiday park group. "Frances-Anne brings deep experience of global markets and the tourism sector and we are delighted to have her as our new advisory board chair," said David Smith, head of licensed parks at Discovery Parks, which acquired the Top Parks brand earlier this year (TD 14 Feb).

He said her appointment was part of a strategy to transform the sector with sophisticated digital marketing technologies. See also **page five**.

## Emirates new toys

**EMIRATES** has refreshed its range of toys which will be available on all flights and classes from this month.

The four toys, Lewis the Lion, Peek U the Panda, Ernie the Penguin, and Savanna the Elephant, were the top selection in a social media competition which ran last year.

Emirates has also introduced a new range to cater to children aged three to six years old which includes a travel case sketcher with puzzles, games and stickers.

## TIME in Adelaide

**TRAVEL** Industry Mentor Experience's (TIME) next event will be held on 22 Aug at the Bunnik Tours' headquarters in Adelaide, with ceo of Bunnik Tours, Dennis Bunnik, to speak at the function.

RSVP by tomorrow to [Frank.Gatta@airtickets.com.au](mailto:Frank.Gatta@airtickets.com.au).

## Window Seat



**IT'S** not easy being green, as a local Cairns man recently discovered.

Shane Craig Cuthbert, a self-declared Jim Henson fan, was ordered to fork out \$500 in fines after attempting to board a Jetstar flight from Cairns to Melbourne under the name Kermit the Frog.

The ticket, which was reportedly booked by a mate, seemed funny enough at the time, however the joke quickly escalated when he was pulled aside at the check-in desk and asked for further identification.

Realising the "frog" was out of the bag, Cuthbert legged it out of the airport, but not before leaving behind his ID.

He later confessed and was charged by local police with using false information to obtain a plane ticket.

What a muppet.

## Texas roadshow

**TRAVEL** Texas, along with its industry partners will be showcasing the US state's latest offerings in Brisbane on 28 Aug and Sydney on 29 Aug.

The delegation includes: United Airlines, Visit Fort Worth, Visit Dallas, Visit Austin, Visit Houston, Houston Airports, Visit San Antonio, Fredericksburg CVB and Brand USA.

Register for Brisbane, **HERE** and for Sydney, **CLICK HERE**.

## Bunnik Tours®

**Bunnik Tours** are the small-group-touring specialist with tours to Europe, Middle East, Asia, Africa and the Americas. For industry professionals with a passion for travel and innovation we have an exciting opportunity to join our team.

### Business Development Manager - NSW

Are you motivated to achieve sales targets and love the challenge of a growing business?

The role is based in Sydney with the key objective of growing Bunnik Tours' presence with travel agencies in New South Wales.

Find out more about this role and join a company with a reputation for service, innovation and quality.



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# Travel Daily

Thursday 16th August 2018

## Vietnam reaps Aussie growth



**VIETNAM'S** booming tourism industry brought a message of thanks to the Australian travel trade last night as it wrapped up a national roadshow.

The Vietnam National Administration of Tourism (VNAT) joined with 15 industry suppliers in Sydney for an event that has also visited Melbourne, Adelaide, Brisbane and Auckland, attracting about 500 travel agents.

VNAT chairman Nguyen Van Tuan told guests Vietnam had experienced a 15% increase in Australian visitors last year with more than 320,000 arrivals, and was expecting a further 10%

increase in 2018.

"Australian tourists are most welcome in Vietnam because Australians are regarded as the longest staying and the highest spending visitors," Tuan said.

Asia DMC Group md Linh Le said Vietnam had become a mature destination for Australians, who were becoming repeat travellers and exploring further to cities like Da Nang and Hoi An.

**Pictured** at last night's event are VNAT director Dinh Ngoc Duc, VNAT chairman Nguyen Van Tuan, Asia DMC group md Linh Le and Tweet World Travel managing director Thuy Carroll.



### Sales Executive Reservation and Ticketing Consultant

Vietnam Airlines are recruiting TWO Sales Professionals for its Australia Branch; both positions are based at our Sydney CBD office.

Our successful candidates will have great opportunity to work for a fast growing international airline with a supportive team and receive full salary while being given on-the-job training.

The successful candidates will have proven track record in an airline sales and/or airline ticketing role, possess a positive approach to problem solving, be a great communicator at all levels and can work under pressure and to deadlines.

A detailed position description and requirement for each of the two positions will be sent to interested candidates on request.

**Qualified candidates with full work right are invited to submit their application by Friday 31 August 2018 to Ms. Thuy Nguyen via [admin.au@vietnamairlines.com](mailto:admin.au@vietnamairlines.com)**

*(We regret that only shortlisted candidates will be contacted for interview)*

## Singapore wellness

**SINGAPORE** Airlines has partnered with wellness brand Canyon Ranch to offer passengers on a range of its long haul flights strategies to improve rest and relaxation, and encourage exercise and stretching.

The program, which officially launches on 11 Oct on the airline's Singapore and New York route, also includes a range of new nutrition-focused menus designed by a panel of international chefs.

## Vietnam's big profit

**VIETNAM** Airlines has pocketed a neat US\$82.4 million in profit since Jan 2018, an 87% rise in half year-on-year results.

The airline has credited its strong performance to "increased operational flexibility in the transportation of passengers and cargo", having operated more than 72,8000 flights in the first six months of 2018, with approx US\$2.1b in consolidated revenue.

## Astor farewell deals

**CRUISE** and Maritime Voyages has announced a range of special offers for Astor's final season sailing Australian shores in Mar 2019 (**TD** 29 Jun).

The "Extend your Escape" deal offers travellers the chance to sail back-to-back to destinations such as Kangaroo Island, Bali and Hobart, with an additional 20% off new bookings also available.

Book before 31 Aug.  
For more info, **CLICK HERE**.

## Nat Focus 19/20

**NATURAL** Focus Safaris has released its Antarctica and the Arctic 2019/20 brochure, featuring a range of itineraries on board *Greg Mortimer*, *Magella Explorer* and *Honidus* ships.

Highlights include extensive cruises to the Antarctic Peninsula, as well as the 30-day expedition across the Ross Sea to experience the Ross Ice Shelf.

**CLICK HERE** to view the online version of the brochure.

## Experienced Retail Consultant

- Are you tired of chasing monthly commissions?**
- Are you frustrated discounting your knowledge and experience?**
- Are you sick of working long hours and weekends?**

Our office hours are Monday to Friday 9am to 5pm (and yes you can walk out at 5pm!!) however we can be flexible for the right person.

We offer a generous remuneration based on experience and ability.

We are looking for an experienced retail consultant with ideally culturally themed graduate studies and extensive personal travel in Europe and the US to assist our clients with their travel arrangements when they book on one of our tours and to manage the tour booking. An ability to work in a small team environment and a bright personality are essential. The position allows growth into product development for the right candidate.

Academy Travel is Australia's largest small group, culturally themed tour operator located in Sydney CBD. We operate approx 70 tours per year primarily to Europe and USA. Our clients are educated, well travelled, high net worth over 55's who are looking for exceptional service and experience. One of our core strengths is our high rate of repeat customer.

**For more information please forward your resume to Stuart Barrie at: [stuart@academytravel.com.au](mailto:stuart@academytravel.com.au)**



**ACADEMY TRAVEL**

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JOURNEYS

## Nikko style hotel

**MEIEKI** Management LLC has won the contract to manage Nikko Style Nagoya, the first hotel under Okura Nikko Hotel Management's new lifestyle brand, Nikko Style.

The 191-room property is slated to open in 2020 in the Meieki district of Nagoya, Japan.

## CAPA callout

**CAPA** is inviting aviation and travel innovators, established companies and start-ups to apply for involvement in its Innovation Showcase by tomorrow, 17 Aug.

The winners will receive one of five complimentary CAPAConnect booths at one of the upcoming CAPA Summits in Colombia, Spain, New Zealand, Singapore and Germany.

In 100 words or less, applicants need to indicate why their innovation, system or service is a game-changer.

Send applications [HERE](#).

## Vail Resorts acquires

**VAIL** Resorts has closed on its acquisition of Stevens Pass Resort in Washington from Ski Resort Holdings.

The resort sits on the crest of the Cascade Range within two national forests, the Mt Baker-Snoqualmie National Forest, and the Wenatchee National Forest.

Kirsten Lynch, chief marketing officer of Vail Resorts, said the company was thrilled to offer pass holders a unique experience.

## &Beyond camping

**&BEYOND** has launched a mobile camping group trip through India, with the first departure date set for 29 Nov.

Led by an English-speaking guide, the trip starts in Delhi then moves to Sarai, followed by Orchha, with the final three nights spent at the mobile tented Kaafila Camp.

The tour caters for four to eight guests - [CLICK HERE](#) for more.

## Discovery Parks launches



**DISCOVERY** Parks – Barossa, a new safari tent experience, has launched in SA's Barossa Valley.

The 12 eco-friendly tents are situated among native gums with vineyard views and a private park.

Each tent features a private three metre deck, ensuite bathroom, kitchenette, and bedroom configured with either a king-sized bed (**pictured**) or two twins, and share a swimming pool with a heated spa, BBQ and lounge area.

Discovery Parks chief executive Grant Wilckens said "many of us are looking to escape the hustle and bustle and want authentic holiday experiences that allow us



to reconnect," he said.

"So, it's no surprise that safari tent experiences have become so popular – they offer so much more than a hotel stay."

"This is a first for the Barossa Valley, and has been modelled off the success of our Byron Bay property," he added.

The tents are priced at \$250 per tent, per night - for more information, [CLICK HERE](#).

EXPLORE  
THE WORLD SALE

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Book: 14 - 27 Aug 2018

Travel: 14 Aug 2018 - 30 Jun 2019

	ECONOMY	BUSINESS
KUALA LUMPUR	491	2,246
BANGKOK	579	2,754
PHUKET	579	2,754
TOKYO	617	2,665
KOH SAMUI	723	2,949

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malaysia airlines

# ATEC's 2018 ELITE program launches

A TEC'S 2018 ELITE (Emerging Leaders in Tourism Excellence) Program was launched last week at Pullman Sydney Hyde Park. Participants from across Australia came to the launch to meet their fellow emerging leaders, mentors and their team coaches - and take part in some intriguing LEGO team building.

This is the fourth year of the highly successful program that is designed to equip ATEC member future leaders with the skills and knowledge to sustain Australia's \$40 billion export tourism industry into the future. The program is conducted online over a 12-week journey, and each emerging leader is matched with a respected mentor from the tourism industry who will provide guidance, advice and share the knowledge they have gained throughout their career.

Each year, ELITE emerging leaders undertake a live project brief provided by four separate state, regional, or local tourism organisations or touring routes.

The emerging leaders work together in collaborative learning circles to provide their client with a strategy to overcome barriers to growth for inbound tourism. Past ELITE clients include Brisbane Marketing, Tourism Central Australia, Australia's South West, Tourism Tasmania and Christmas Island.

"Tourism is Australia's strongest growing export and is an industry that is viable now and well into the future," said ATEC md Peter Shelley.

"ATEC is committed to help to shape the future success of our industry."

ATEC thanked Tourism Australia, Qantas and Accor for their continued strong support of the ELITE program.



**TEAM Yellow** with their winning LEGO Challenge creation.



**ASHLEIGH** Smith, AccorHotels; Alexandra Bray, Destinations by RACT; Monika Townsend, Taronga Zoo; Yvonne Cheng, Tourism Australia; and Danielle Bruno, SATC, show off their teams' LEGO constructions.



**TEAM Green** working together to build their bricks.



**TEAM Purple** hard at work: Yvonne Cheng, Tourism Australia; Bridget Bedgood of Hamilton Island; and Nicholas Day from AccorHotels.



**AMY** Hackett, Taronga Zoo; Roslyn Penning, Tourism Australia; Gabriella Bianchini, Let's Go Surfing; Daniella Maryasin, Sydney Opera House; Ashleigh Smith, AccorHotels; and Andrew Saunders of Destination Gympie.



**MONIKA** Townsend, Taronga Zoo; Kelly Maynard, Tourism Australia; Janene Rees, Rees International; Kate Marshall and Kate Clifton of AccorHotels; and Robin Mack of Tourism Australia.



**THE ELITE 2018** Class along with their mentors and coaches.

## Hilton openings

**THE** Hilton Garden Inn brand has opened 10 new properties internationally, including debuts in France and Zambia.

The Hilton Garden Inn Bordeaux Centre is located along the Garonne River in southwest France, while the Garden Inn Lusaka Society Business Park is situated in the busy central hub of Zambia's capital.

Further locations in the expansion push include Munich, Germany, as well as a number of openings across the United States such as Chicago, Kansas, Dallas, and New York.

## WN leadership rejig

**SOUTHWEST** Airlines (WN) has announced a number of key personnel changes including Tammy Amirault to the role of md, technology—enterprise management and analytics.

Mark Shaw has also been promoted to executive vp, chief legal and regulatory officer, and corporate secretary, while Jason Van Eaton will take on the senior vice president governmental affairs and real estate position.

Jonathan Clarkson is now the md of marketing & Reid Grandle assumes the role of vice president of strategy and planning.



## Industry Appointments

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

**Scott Alboni** has been appointed Global Marketing Manager for **FCM Travel Solutions**. Alboni joins from Corporate Travel Management where he was Marketing Director EMEA.

**Hilton Darwin** has welcomed **Markus Kaliss** as its General Manager. Kaliss most recently held General Manager roles across China, Indonesia and Thailand.

**Destination Asia** has announced the appointment of **Matthew Smith** as General Manager of Destination Asia in Singapore. Smith will drive new initiatives to further develop the key sectors of meeting and events, luxury FIT travel and cruise.

**Stephanie Iosia** joined **Metro Hotel Perth** in the newly created role of Business Development Executive in a bid to further expand the property's share of the corporate and conference markets.

**Frasers Hospitality** has announced **Alexis Hvalgaard** as Hotel Manager to Frasers Suites Perth. Hvalgaard most recently was Operations Manager at the property, where she oversaw daily operations and financial performance of front office, housekeeping and F&B.



## WIN A LUXURY RIVER CRUISE

This month, *Scenic* and *Travel Daily* are giving readers the chance to win a luxurious river cruise. Experience a 15-day cruise in a balcony suite. The prize includes:

- Jewels of Europe river cruise for 2 people departing Oct 2018
- All-inclusive cruise including butler service, complimentary beverages all day, everyday, all meals, and all tipping & gratuities

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To win, answer every daily question correctly and have the most creative answer to the final question. Send your answers to [scenic@traveldaily.com.au](mailto:scenic@traveldaily.com.au)

**Q12.** How many Scenic Freechoice activities are included on the Normandy & Gems of the Seine itinerary?

## PATA conf in India

**THE** PATA Adventure Travel and Responsible Tourism Conference and Mart 2019 is set to be held in Rishikesh, Uttarakhand, India from 13-15 Feb 2019.

The three-day event will host public and private sector tourism professionals involved in adventure travel and has previously been hosted in Bhutan, Thailand and China.

## Malaysia explore sale

**MALAYSIA** Airlines has unveiled an Explore the World Sale offering Economy fares to Kuala Lumpur from \$491 per person and Business class companion rates from \$1,846 per person.

The offer is valid for travel until 30 Jun 2019 and expires 27 Aug.

## Palm Springs event

**HEALTH** event WellSpring will be hosted in Greater Palm Springs in California from 26-28 Oct, a three-day gathering promoting what the city has to offer in the way of health & fitness tourism.

## Tramada joins prog

**TRAMADA** Systems has joined the SAP Concur Partner Program in a move to provide Tramada's clients with greater control and visibility of travel bookings, invoices, and expenses.

The SAP Concur solution suite will be integrated with Tramada Systems' travel management company (TMC) platform, tramada, to "enhance productivity without overlapping functionality".

Tramada said the deal would offer TMCs a full view of travel plans & itineraries regardless of the booking source, improving booking visibility and reporting on self-booking segments.

## Aria sings new tune

**P&O** Cruises Australia has announced *Pacific Aria* has completed a 12-day dry dock in Singapore.

She has emerged sporting many new touches such as a renovated Dome venue, an upgraded Elemis Spa, and new furniture for 28 suites and 120 balcony cabins.



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**CRUISE & TOUR**

**Passage to Ancient Egypt & India**

**- Athens to Delhi -**

6 December 2018 | 36 nights

- 3 night hotel stay in Athens
- 2-night hotel stay in both Cairo & Luxor
- 24 night cruise onboard *Aegean Odyssey*
- 5 night Golden Triangle land tour
- 17 included shore excursions

**FROM \$10,732\*** per person twin share



**CRUISE & TOUR**

**Beyond Burma & the Malay Peninsula**

**- Singapore to Colombo -**

24 January 2019 | 18 nights

- 2 night hotel stay in Singapore
- 16 night cruise onboard *Aegean Odyssey*
- Visit Phuket & the stunning Phi Phi islands
- Overnight onboard in Colombo
- 8 included shore excursions

**FROM \$8,415\*** per person twin share



**CRUISE & TOUR**

**Islands of the Indian Ocean & South Africa**

**- Colombo to Cape Town -**

11 February 2019 | 30 nights

- 30 night cruise onboard *Aegean Odyssey*
- Overnight onboard in Colombo
- See the beauty of the Seychelles coral reef
- Search for Big Game on 2 included safaris
- 14 included shore excursions

**FROM \$15,237\*** per person twin share

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 24 January, 2019 | 48 nights | Fares from, \$23,595\* per person, twin share  
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\*All fares in AU dollars, per person, twin share based on the lowest available category including onboard gratuities & port taxes (correct as of 14 August 2018). Valid for new bookings only. Hotel & transfers between airport, port and hotels offered on dates specified on itinerary only, at the discretion of Voyages to Antiquity. Airfare additional on cruise tour sailings. ^Fly Free offer is based on economy class air to/from Sydney, Melbourne, Brisbane Adelaide & Perth only, specific airlines, routings & departure dates. Cabin Changes maybe required on Grand Voyages. Offers are capacity controlled and can be withdrawn or modified at any time without notice, and subject to availability at time of booking. Cancellation penalties & conditions apply. Single supplements for twin occupancy cabins are calculated on the applicable full fare pricing as displayed in our current brochure and on our website www.voyagestoantiquity.com Prices based on payment by cash or cheque only. Travel agent service fees not included. Voyages to Antiquity reserve the right to change, correct errors, withdraw from sale any or all fares, itineraries, excursions & fees. For full terms & conditions visit www.voyagestoantiquity.com or visit your local preferred Travel Agent.





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**NATIONAL SALES MANAGER**  
**SYDNEY – UP TO \$120k PLUS PLUS**

This unique travel company are on the hunt for a senior sales manager to lead their team across Australia. This role is heavily focused on coaching and training the existing sales team and weekly travel will be involved so flexibility is a must. Candidates from all backgrounds including corporate, events, hotels etc will be considered. You will need to have led sales successful sales teams at a high level. Strong salary package on offer to the successful candidate.

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**CORPORATE SALES MANAGER**

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Join this GLOBAL Leader in Sydney, this is an extremely rare vacancy within the Sydney team. My client is looking for an experienced Business Development Manager who has come from a TMC with a strong track record in building a pipeline & bringing in new business. This company offers a great salary package DOE. If you have a desire to succeed & a track record in corporate sales we want to hear from you.

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**MELBOURNE – UP TO \$95k PLUS SUPER**

This company has a rare opportunity to join their marketing team. You will be responsible for all marketing strategy & implementation, running end to end campaigns, measurement of results & working closely with key stakeholders on strategy & branding to deliver product to market. Proven track record in running successful campaigns across all channels including digital required. Top salary on offer. Call for more information.

**LOOKING FOR THE NEXT STEP?**

**OPERATIONS MANAGER**  
**SYDNEY – STRONG PACKAGE**

Our client is looking for an inspiring leader with experience preferably in the Inbound Travel Market. You will be responsible for the overall success of the team including development & delivery of strategy, leading the team & enhancing relationships & agreements to achieve sales & revenue goals. You will be rewarded with a great salary and career progression.

**PASSIONATE ABOUT PRODUCT**  
**PRODUCT MANAGER**  
**BRISBANE & GOLD COAST – PKG DOE**

Are you experienced in developing relationships & have strong negotiation skills? We are looking for experienced Product Managers to be responsible for the delivery of the product plan along with the negotiation of rates, contract management & ensuring all targets are achieved. Educate agents & build relationships with internal/external stakeholders. Strong analytical, negotiation & time management skills required.

**GLOBAL ROLE**

**CORPORATE ACCOUNT MANAGER**  
**SYDNEY-STRONG SALARY PACKAGE**

As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. Interviews to commence this week.

**TRAIN & DEVELOP**  
**TRAINING SPECIALIST**  
**GOLD COAST SALARY DOE**

We are looking for an outstanding trainer to join this leading travel company. You will be responsible for induction & leading training for all new recruits & staff, develop online learning platform, create training materials & content & work closely with all departments on staff development. Great benefits & salary DOE. Experience in a similar role preferably within travel. Cert IV essential. Excellent communication & presentation skills along with a positive attitude required.

**LEAD & INSPIRE**

**GENERAL MANAGER**  
**MELBOURNE – DOE + SUPER + BONUS**

Experienced General Managers required for properties in Tasmania & Melbourne. You will be responsible for overseeing all aspects of the property, lead a capable management team, & focus on customer service, budgeting & forecasting & delivering results. Previous experience in a similar role. Great salary plus super plus bonus. In addition a House and car is provided. Good career progression plus a great team environment. Apply today!

**AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

[executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

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