



Silent Night Chapel © TVB Oberndorf

## 200 YEARS OF SILENT NIGHT FOR THE WORLD. FROM AUSTRIA.

On Christmas Eve 1818, in the village of Oberndorf near Salzburg, Joseph Mohr and Franz Xaver Gruber combined a melody and some lyrics for the first time to create a song that would be sung by the entire world. “Silent Night” has been connecting people all over the world in more than 300 languages and dialects.

Discover where to encounter the magic of the world’s most famous Christmas carol.

[www.stillenacht.com](http://www.stillenacht.com)

Best wishes for the festive season from the Austrian National Tourist Office!

Winter in the city of Salzburg © Salzburg Tourismus







## Festive Austria!

**THE** Austrian National Tourist Office is offering the Australian travel sector best wishes for the festive season, reminding the industry that the famous Christmas carol *Silent Night* was composed 200 years ago in a village near Salzburg.

The **cover page** of today's *Travel Daily* is a reminder of that very special moment in time.

## Gregg found guilty

**FORMER** Qantas Chief Financial Officer Peter Gregg could face up to two years in prison after yesterday being found guilty of engaging in conduct which led to the falsification of accounts in his role as CFO of construction firm Leighton Holdings.

Gregg was at Qantas from 2000 to 2008 and resigned shortly after Alan Joyce was named as CEO, initially moving to Leighton and later becoming CEO of hospital operator Primary Health Care.

## Excite Hols out of ATAS

### EXCLUSIVE

**EXCITE** Holidays, one of the country's largest independent wholesalers, is no longer a member of the AFTA Travel Accreditation Scheme.

The move was described as a "voluntary withdrawal" in a notice placed on the AFTA website yesterday.

AFTA has not made any statement on the change, which among other impacts will see Excite no longer eligible for participation in the National Travel Industry Awards for 2019.

Excite Holidays bookings will also not be covered by the AFTA Chargeback Scheme, while relationships will be affected with any travel agents that are committed to only dealing with ATAS-accredited suppliers.

The AFTA website indicates that Global Travel Holdings Pty Ltd trading as Excite Holidays

voluntarily withdrew from the scheme effective 10 Dec 2018.

The withdrawal is a significant shift for Excite, which proudly hailed its accreditation when it was accepted into ATAS just over four years ago (**TD** 19 Sep 2014).

At the time CEO George Pappaioannou said "we believe ATAS is playing a vital role in endorsing the quality and reliability of travel wholesalers".

He noted that the rigorous process had seen Excite evaluated in key areas including business disciplines, training and solvency.

Excite Holidays didn't respond to requests for comment today.

### Today's issue of TD

*Travel Daily* today has eight pages of news and photos, a front cover wrap for **ANTO** plus full pages from:

- Albatross Tours
- Travel Trade Recruitment

## Travel Daily on location in Hong Kong

Today's issue of *TD* is coming to you courtesy of the Hong Kong Tourism Board, which is today hosting the Hong Kong International Tourism Convention.

**AFTER** a comfortable Cathay Pacific flight yesterday - complete with very acceptable high-speed high altitude wi-fi - our group of VIP guests has settled into The Excelsior in Causeway Bay.

A hosted dinner at ALTO on the 31st floor of the nearby V Point Tower provided spectacular views of the city, in the lead-up to the conference which kicks off later today at the Hong Kong Convention and Exhibition Centre - more in *Travel Daily* tomorrow.

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## QF/AS approved

**QANTAS** has been given approval for expanded codeshare operations with Alaska Airlines, covering services to Alaska via other parts of the US as well as Canada (**TD** 22 Nov).

A series of rulings by the International Air Services Commission will allow Qantas to use capacity on Canada and USA flights for codeshare services with Alaska Airlines from this week.

Qantas has also been allowed to use Canada capacity for codesharing with American Airlines and WestJet Airlines, or for use by Jetstar.

## Albatross festivities

**ALBATROSS** Tours is today highlighting 12 experiences which feature in its 2019/20 European Festive brochure.

Highlights include Christmas markets and seeing the world's largest advent calendar.

More on **page nine**.

## HLO forecasts expansion

**HELLOWORLD** Travel is predicting its fully branded agency network will expand by 20 new members to a total of 300 by 30 Jun 2019.

The forecast expansion was part of an investor presentation in Sydney today, during which the company's Group General Manager Retail & Commercial, John Constable, highlighted a range of ongoing initiatives including the ResWorld mid office system and white-labelled websites and apps for agents.

On the product side Helloworld is focusing on increasing the uptake of preferred product across the network, along with wider fare content including the addition of a low-cost carrier range.

HLO Executive Director & Head of Wholesale and Inbound, Cinzia Burnes, detailed several current business initiatives including the rollout of impulse buying packages in print and digital

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**WINDSTAR CRUISES**

media, the relaunch of Ready Rooms and the debut of a new cruise platform in May 2019.

Michael Burnett, Chief Financial Officer, noted operating synergies achieved over the last three years which have seen costs decline from \$294m to \$260m.

Savings have also been achieved in technology, communication and property since the company merged with AOT, including consolidation of offices.

On the corporate side, Nick Sutherland confirmed the planned expansion into Australia of Go Conference & Incentive, a business events division currently operating in NZ, as well as several "new significant business wins" by the Inspire Travel Management indigenous joint venture since its launch earlier in the year.

Wrapping up, CEO Andrew Burnes reaffirmed current full year profit guidance for Helloworld Travel of \$76m-\$80m.

## VA calls in Houston

**RESPECTED** military leader Sir Angus Houston will join the board of Virgin Australia Group, taking the place of Mark Vaile who steps down today after 10 years on the airline's board.

The retired Air Chief Marshal and former Chief of the Australian Defence Force becomes one of the highest-profile figures on the Virgin board.

"Sir Angus' experience as one of Australia's most senior aviation and military leaders will further strengthen and diversify the board of the Virgin Australia Group," said the airline's Chairman Elizabeth Bryan.

"In addition to his extensive leadership experience, Sir Angus' unique insights into aviation and ability to address complex issues in an independent capacity will be a great asset," she said.

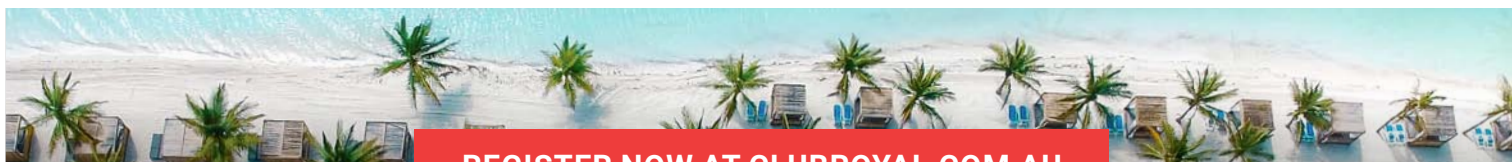
Houston is also a past Chairman of Airservices Australia, and led Australia's search mission after the loss of flight MH370.



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## Air NZ update

AIR New Zealand will tomorrow enter a third day of negotiation with unions Aviation and Marine Engineers Association (AMEA) and E tū, following proposed strike action by Air New Zealand aircraft maintenance workers over a pay dispute (**TD 07 Dec**).

Air New Zealand General Manager Customer Experience Anita Hawthorne said the airline would do all it could to get customers where they needed to be this Christmas.

"We are working on contingency plans to keep our flights moving the best we can if, as a worst-case scenario, strike action should go ahead - unfortunately some disruption would be inevitable though," Hawthorne said.

At this stage no flight delays or cancellations are in place for the days of the proposed strikes 21-23 Dec and normal fare conditions remain.

Stay updated [HERE](#).

## Oaks buys Qld QT hotel

**OAKS** Hotels & Resorts, a division of Minor Hotels, has acquired the freehold interest of the boutique resort QT Port Douglas and adjoining land, in a move to "strengthen its position in Tropical North Queensland".

The 170-room resort will operate under the Oaks brand and been renamed Oaks Resort Port Douglas.

Minor Hotels Australia and New Zealand Chief Operating Officer Craig Hooley said the acquisition formed part of a "strategic direction to own and operate hotels that deliver a strong value proposition to both our guests and our investors".

"Port Douglas is a key domestic market for us, and while we already have a strong presence in the region with sister property Oaks Lagoons, we see the two properties as each having their own unique offer and

providing guests with diverse accommodation options from which to explore the region," Hooley said.

Oaks Resort Port Douglas features a combination of hotel rooms and one and two-bedroom apartments, all of which offer garden or pool views.

The property is centred around a tropical lagoon pool and has a marketplace-style restaurant, cocktail bar, and events and conference facilities.

It is located near Five Mile Beach, five minutes from Macrossan Street – Port Douglas' shopping and dining hub.

Oaks Resort Port Douglas is 20 minutes from sheltered swimming holes and walking tracks at Mossman Gorge and just over an hour from the Daintree rainforest, while Great Barrier Reef operators depart daily from Port Douglas.



## Window Seat

**EVER** wanted to have the cutest job in the world?

Now is your chance, with the "City of Pandas", Chengdu in China, launching an international challenge of recruiting a panda babysitter in a move to boost its tourism.

All panda enthusiasts need to do is shoot a video showcasing their babysitting skills then upload the clip to Tiktok.

For example, one young man posted a video of himself raising "a very special pet, a potato".

The participant with the most likes on their video will be invited to Chengdu to work as a panda volunteer for one week.

Over 80,000 videos have already been uploaded primarily from the USA, Japan, Italy, Spain, the UK and France.

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## Ponant 2020 open

**PONANT** has released a new Kimberley season, featuring cruises from May to Aug 2020 aboard the newest ship to serve the area, *Le Laperouse*.

The vessel will return to the Kimberley in 2020 after its debut in the region next year.

"*Le Laperouse* offers all the accoutrements of luxury travel and amenities - including an infinity-edge pool and sea view spa - however its compact size, with just 92 staterooms and suites, all with balconies, allows for the personalised style of service Ponant is known for," said Ponant Vice President Asia Pacific Monique Ponfoort.

"Importantly, smaller size provides access to even more remote parts of the world where large ships simply cannot contemplate venturing."

Itineraries include Zodiac excursions to explore the region's famous rivers and waterfalls - [CLICK HERE](#) for the brochure.

## Costsaver Asia famil

**COSTSAVER** has announced its first global famil for "Costsaver Clique Top Achievers", giving top-selling Australian agents a chance to join others from around the world in Vietnam next year.

To qualify, agents need to sell as many Costsaver tours as possible by 31 Mar, including a minimum of four passengers on itineraries from the Asia portfolio.

Contact local sales managers for full details.

## Insight special trips

**INSIGHT** Vacations has released its 2019 program of Special Interest Journeys, with tours focused on subjects including gardening, photography and art.

Options include a 15-day Art Lover's Taste of Europe visiting galleries in Italy, Switzerland, France and Amsterdam, as well as a nine-day European Affair & Chelsea Flower Show visiting the UK, Netherlands and France.

## Two centuries of silent nights



**AUSTRIA** this month celebrates 200 years since the first performance of *Silent Night* in a chapel outside Salzburg, and last night Australians had a chance to join the commemorations at a special concert at the City Recital Hall in Sydney.

To help celebrate the much-loved carol by Joseph Mohr and Franz Xaver Gruber, the Austrian National Tourist Office (ANTO) partnered with Gondwana Choirs for a Christmas concert titled "In the Land of the *Silent Night*".

ANTO Australia Director Astrid Mulholland-Licht welcomed trade and VIP partners to share the Austrian festive spirit at a pre-concert reception, before guests went to see 350 children on stage



for a performance with costumes in Austrian national colours or stylised traditional outfits.

Mulholland-Licht said travellers could enjoy *Silent Night* holiday experiences in 13 locations in Austria and take in the Advent period in a romantic winter setting, complete with Christmas markets and local traditions - for details [CLICK HERE](#).

**Pictured** with soloists is Mulholland-Licht (second left) and Gondwana Choirs Exec Director Bernie Heard (right), while **inset** is the scene on stage.



## Incredible beauty from coast to coast

Nestled along the shores of Wales is the world's first continuous national coastal walking route. The Wales Coast Path is an endless stretch of flawless beauty highlighting the country's sandy beaches, spectacular seascapes and pretty harbour towns. No matter where your customers' journey starts or ends, they will always be inspired by this incredible coastal experience.

Book by **22 December 2018** for travel until 31 October 2019.\*

Fares per person from\*:

		Economy	Business
Cardiff	from AUD	1,339	7,279



\* Offer valid until 22 December 2018, unless sold out prior. Fares quoted above are for departures from Sydney and are the lowest adult return prices per person including taxes, fees, and airport charges. Economy Class fares are valid for departures between 15 January - 8 April 2019, 23 April - 6 June 2019, and 1 September - 31 October 2019. Business Class fares are valid for departures between 15 January - 31 October 2019. Other sale dates may be available. Other sale fares are available from Melbourne, Perth, Canberra, and Adelaide. Fares may vary due to currency or tax fluctuations. Seasonal and weekend surcharges may apply. For all other terms and conditions please review at time of booking.

## Explorer on sale

**DREAM** Cruises has announced that its 21-night voyage from Shanghai to Sydney on board *Explorer Dream* is now on sale.

The sailing departs 06 Oct and visits nine ports along the way including Hong Kong, Nha Trang, Ho Chi Minh City, Singapore, Jakarta, Bali, and Darwin.

Prices for the trip start from \$149 per person per night.

Shorter journeys are also available such as a five-night cruise from Hong Kong to Singapore via Vietnam and a seven-night trip between Singapore and Darwin.

For further information on the voyage, [CLICK HERE](#).

## Air NZ SFO change

**AIR** New Zealand has revealed that from 31 Mar it will reduce the frequency on its Auckland to San Francisco route.

Changes will see the Boeing 777-300ER service operated five times a week, down from the seven it currently services.

## MH Biz rebrand

**MALAYSIA** Airlines has announced the conversion of its First class cabin to an all new Business Suite.

The new offering is available on all of the airline's A350-900 and A380-800 aircraft, with the launch of the enhanced Business class service offering pax a dedicated check-in counter, access to the premium First Class Lounge, and 50kg of baggage allowance.

## Big push for LIFT

**EXPERIENTIAL** startup LIFT Aircraft has flagged plans to roll out its vehicles for use near major tourist areas.

The multirotor aircraft can be used to view tourist sites from the air for up to 15 mins at a time and can also land on water.

No pilot licence will be required to use the aircraft, with users only needing to conduct training in a virtual reality simulator, be over the age of 18 and under 195cm tall.

See more information [HERE](#).

## Hong Kong Christmas cheer



**THIS** group of Australian travel professionals is in Hong Kong this week to take part in the 2018 Hong Kong International Tourism Convention.

Taking place from today at the Hong Kong Convention and Exhibition Centre, the event is looking at key issues including how tourism can leverage the Chinese government's "Belt and Road" economic development strategy.

Another key focus is seizing opportunities arising from the Guangdong-Hong Kong-Macao Bay Area development which includes the new world-record bridge between Hong Kong, Zhuhai and Macao.

Tourism is a key pillar of the Hong Kong economy, contributing around 5% of the city's GDP and employing more than 250,000.

As well as sessions on local tourism strategy, participants will be treated to some of Hong Kong's rich array of culture and experiences, including an event at the Happy Valley horseracing course tonight.

**Pictured** above from left at the soon-to-be-demolished Excelsior Hotel are Helen Wong, Helen Wong's Tours; Andrew Clark, Hong Kong Tourism Board; Michael Gazal, TravelManagers; Carlah Walton of Wendy Wu Tours; and Paul Gorman from Luxury Escapes.

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Scenic Group is a fast-paced, entrepreneurial, privately owned global travel company specialising in both luxury global travel and deluxe touring and cruising and encompasses Scenic Eclipse, Scenic Luxury Cruises and Tours and Evergreen Cruises and Tours.

We currently have a vacancy for a Sales Development Manager in the VIC region. Reporting to our Director, Sales & Agent Programs the purpose of this role is to maximise the sales for all Scenic Group brands within the Victorian region.

The purpose of this role is to maximise product sales for Scenic through relationships and planned call cycles to the retail agency network.

It is important to ensure successful organisational and relationship management is implemented to drive increased sales for the company. A key function is to develop new business opportunities and support the growth of the Elite / Expert agent programs, deliver high quality Info / VIP sessions – to maximise sales revenue, market share, target group business, profitability and the achievement of agreed sales / pax targets across all key itineraries.

By developing optimal plans for sales opportunities by brand and target segments, the result will be in the achievement of pre-determined sales targets (within budget), building a competitive edge and "Preferred Relationships".

If you are interested in this role then please send your email with cover letter and resume to [employment@scenic.com.au](mailto:employment@scenic.com.au) no later than the 20th December to be considered.

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# Travel Daily

Wednesday 12th December 2018

## Christmas cheer for Travel Trade



**TRAVEL** Trade Recruitment celebrated its Christmas party and end of year awards last Friday night at Doltone House, Sydney.

"This year marked our seventh year of operation in Australia and it was a record year," said Managing Director, Asia-Pacific Sarah Johnson.

"We celebrated the achievements of our team and of our growth with Christmas cheer at Doltone House."

**Pictured** are Josh Place, Jacqueline Brasse, Amanda Willey, Hannah Cope, Paul Egan, Courtney Gardiner, Serena Zhou, Sarah Johnson and Antony Jones.

### SkyMiles upgrades

**DELTA** SkyMiles Members can now purchase upgrades using miles on the Delta website, directly after booking their ticket.

The same functionality is coming to the Fly Delta app in early 2019.

Learn more **HERE**.

### QFF extra points

**QANTAS** Frequent Flyers can now earn up to 10 Qantas Points per \$1 when they shop at Qantas Shopping, with over 100 retailers offering bonus points for Christmas.

David Jones and Tiffany & Co are two of the retailers doubling their standard earn rate to 10 points per dollar.

"Earning points means more opportunity to use them on your 2019 travel plans, while using them makes shopping more affordable so there's more cash available to spend on your next holiday," said a Qantas spokesperson.

For more information on the offer, **CLICK HERE**.

### NCL President appt

**NORWEGIAN** Cruise Line has promoted its Executive Vice President of International Business Development, Harry Sommer to the position of President, International.

Sommer brings 25 years of cruise industry knowledge to the role and will oversee sales, marketing, PR and office operations for Norwegian Cruise Line, Oceania Cruises and Regent Seven Seas Cruises in all markets outside the US and Canada.

### Malaysia SIM deal

**GLOBAL** connectivity provider Flexiroam has secured an agreement with Malaysia Airlines Berhad for in-flight distribution of up to six million of Flexiroam's ConnectSIM to the airline's int'l passengers through 2019.

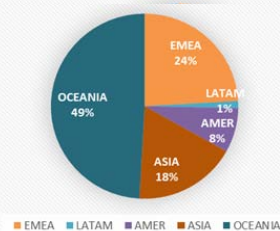
ConnectSIM, Flexiroam's communications tool will be made accessible to customers through the use of an X-microchip, SIM card or e-SIM, preloaded with data.

## HOT DESTINATIONS

THE TAAP TOP TEN  
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Expedia TAAP Destinations NOV 18



Expedia TAAP reported continued strong trading through November. Expedia TAAP agents AU booked 1,016 different destinations, across 159 Countries. Oceania took the Lion's share of bookings but EMEA growing as well as people are getting in early for the 2019 European Summer.

The top ten destinations booked last month were Sydney, Melbourne, Brisbane, Singapore, London, Hong Kong, Adelaide, Perth, Auckland and Gold Coast. Tokyo, Cairns, Bali, Paris and Rome were just outside the top 10.

Fabulous to see many regional areas booked last month. Great Ocean Road, Regional South Australia and Regional Tasmania all appearing in the top 30 destinations. Greece, France and Croatia all showed strong YOY growth as did Japan, India and Sri Lanka.

Regionally, EMEA up 2 to 24%, OCEANIA up to a massive 49%, Asia down to 18% and North America steady at 8% of the transaction mix.

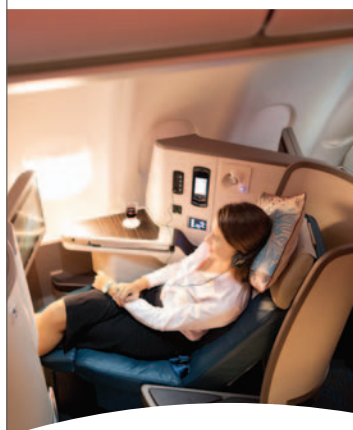
Some of the out of the way destinations included Hebei China, Rayong Thailand, Mystic CT, Hurghada Egypt and Ouarzazate Morocco.

Thank you for your wonderful support and we look forward to exploring 2019.

**Wherever they are going, we've got your back.**

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Wednesday 12th December 2018

## Smooth sailing ahead for TP



**THE** team at Travel Partners enjoyed a day of planning and development prior to taking to the water on a sunny Sydney Harbour boat ride recently.

The company has expanded its business development team, with the newly appointed General Manager Kate Cameron welcoming two new recruits with Managing Partner Jeff Hakim.

Appointees Nathan Segal and Sharyn Van der Veen will look after New South Wales and Victoria respectively, joining the existing team of Chriss Perry, Ray Hands and Sharon Orchin.

"During this time of growth and expansion, this year resulted in a 98.9% retention, during a time of change is the proof in the network's strength and belief in the direction the management has taken," Hakim said.

The Travel Partners network will

head to Bali in Mar for its first offshore conference.

**Pictured:** Steve Paterson, TA Franchise; Jeff Hakim, Managing Partner; Sharyn Van der Veen, National Business Development Manager; Kate Cameron, General Manager; Chriss Perry, Business Development Partner; Nathan Segal, Business Development Manager; and Ray Hands, Business Development Partner Queensland/Northern Territory/ New South Wales.

## Parkroyal Bangkok

**THE** first Parkroyal property is set to open in Bangkok, Thailand, in Q2 2019.

Features of the 194-room Parkroyal Suites Bangkok include an all-day dining restaurant, meeting rooms and pool.

The hotel will be located in a major tourist & commercial hub.

## ACCOMMODATION

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



The Hilton Prague Old Town has announced the completion of a multi-million dollar renovation that included the refurbishment of 303 guest rooms and a large conference meeting space. The newly polished spaces include modern amenities with new interiors boasting an art deco design. The refresh aims to reflect its location in the Old Town area of Prague.



New accommodation options for overnight guests are now available at Fiji's **South Sea Island**, with three new beachfront bures on offer boasting modern decor, outdoor bathrooms, ceiling fans and patios. The new bures are fitted with comfortable double beds with premium bedding, outdoor bathrooms equipped with a retractable canvas awning, and unlimited wi-fi.



The Flamingo Las Vegas has unveiled one of the United States' largest bunk bed suites as part of the second phase of its \$156 million renovation project. The sizable suites feature two queen beds, each equipped with its own overhead full-size bunk, connected to a giant parlour that includes a living area with oversized lounge furniture and a full kitchenette with a refrigerator. The new accommodation option is expected to open to the public on 01 Feb 2019 and will start at US\$310 per night.

## JAL sign language

**JAPAN** Airlines has announced a new service to improve accessibility for customers using Japanese sign language.

The carrier now offers video remote interpreting services at select customer service centres in Japan as part of a plan to improve accessibility standards for passengers.

It is based on an IT service developed by ShuR Co and can be accessed at all call centres in Japan, check-in counters at Tokyo-Haneda airport's domestic terminal, and at the JAL Plaza ticketing counter in Tokyo.

In prior cases, the airline had used email, fax, and handwriting tools as ways to communicate.

## The CLIAs last call

**CRUISE** Lines International Association (CLIA) Australasia is reminding the industry that nominations close for its 2018 Cruise Industry Awards on Fri.

There's still time for agents to head online to submit nominations, with 11 categories open for nomination including a new "Cruise Champion" award which will recognise an individual agent who goes "above and beyond to champion the cruise industry".

CLIA member agents can also submit nominations for Cruise Consultant, Rising Star and Home Based/Mobile Agent of the Year.

The CLIAs will take place at The Star, Sydney, on Sat 23 Feb 2019.



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Wednesday 12th December 2018

## Whitsundays Exchange a winner



**TOURISM** Whitsundays recently held its Whitsundays Tourism Exchange (WTE), bringing together product managers from 24 of the top trade partners including Expedia Group, Flight Centre Travel Group, and Helloworld Travel.

Attendees were treated to

presentations from local tour operators and accommodation houses, where they learned about new product updates and had the chance to take part in a series of networking events.

**Pictured:** a group of WTE delegates enjoying some networking time.

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## countdown to christmas with Club Med



**WIN!**  
a Club Med holiday  
for two in Asia  
or the Indian  
Ocean

Club Med loves Christmas whether it's in the sun or in the snow! So to celebrate the festive season, they're giving agents the chance to win a stay at the Club Med resort of your choice in Asia or the Indian Ocean.

The all-inclusive prize includes:

- Five nights for two people in a superior room at the Club Med resort of your choice in Asia or the Indian Ocean
- Gourmet meals and all day snacking
- Premium open bar including beer, wine and cocktails
- A wide range of included sports & activities
- Nightly entertainment

To win, tell us in 25 words or less which Club Med resort you'd love to go to for Christmas and why.  
Send your entry to [clubmed@traveldaily.com.au](mailto:clubmed@traveldaily.com.au)

## KAYAK bookings

**TRAVEL** search engine KAYAK has released its 2019 *Best Time to Book Travel* guide, offering insight into booking times for popular destinations for Aussie travellers.

The report, which analysed millions of search queries over the past two years, reports that the cheapest time to book is 3am on a Thu.

"For the savviest and most dedicated Aussie travellers, we have pinpointed 3am on a Thu as the cheapest time to make your booking," said Robin Chiang, Regional Director APAC for KAYAK.

According to the report, the cheapest time to book the most searched international destination of Bali is 3.5 months in advance of travel, while travellers to London should book 4.5 months beforehand.

Los Angeles came in third, with travellers urged to book two months prior, followed by Auckland at one month prior.

## EK gets festive

**EMIRATES** has added a new Christmas-themed menu on select flights from Dubai in Dec, including a turkey roll, pan fried Vienna chicken sausage, plus chocolate mousse with cranberry and a reindeer chocolate button.

Festive films and kids' treats are also on offer to passengers.

## Design adds seven

**DESIGN** Hotels has wrapped up 2018 with the addition of seven more properties to its portfolio.

Douro41, located on the banks of the Douro River in Spain, has joined the family, along with the Drake Hotel in Toronto.

California's Timber Cove resort has been welcomed along with, a 19th century mansion in Brazil which has been transformed into the Hotel Emiliano.

Rounding out the seven are the Hotel Alaia, Tsingpu Tulou Retreat and Tsingpu Yangzhou Retreat.

## LOOKING FOR A SPECIFIC INDUSTRY SUPPLIER?

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**Sydney, Very Competitive plus Super & Incentive, Ref: 3268SJ2**

I am looking for an experienced travel industry professional to join this award winning TMC. If you have a solid corporate travel background & managerial experience then this could be the career opportunity you have been waiting for. You will be responsible for any operational issues involved in the travel booking procedure as well as closely working with a team of experienced consultants mentoring & managing their progress within the company. TMC experience required. Do not delay, apply now!

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

## Travel Groups Consultant

**Sydney, Up to \$55k + Super, Ref: 1724JB1**

Our client is seeking a Travel Groups Consultant for their office based in Sydney CBD! The ideal candidate will have experience organising travel for small, medium and large groups of travellers, negotiating group rates with various hotels, airlines and ground operators and using their exceptional attention to detail to ensure all aspects of the trip are booked accurately. Experience with inbound product is desirable. The successful candidate will receive a competitive base salary plus super.

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

## Senior Cruise & Travel Consultant

**Brisbane, Up to \$50k base + Super + Comms, Ref: 2514SZ3**

My client is a fast paced award-winning online agency currently seeking a talented travel or cruise consultant selling cruise & worldwide land / air packages. You must be hungry to want to earn top dollars by doing what you love and be rewarded with famils & top commission. This role would suit someone that wants a supportive team environment, work / life balance, a relaxed & fun atmosphere, breakout area, own lockers & shower facility with full kitchenette & magnificent views at your desk.

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

## Group Travel Coordinator

**Nth Melbourne, \$53-\$58k + Super, Ref: 1325JP1**

If you're looking for more variety in your day where you really enjoy going to work every single day with a company that is willing to invest in you this is the role for you. You will be responsible for all the group administration on a daily basis. You will need to have a strong eye for detail and have the ability to work well under pressure. You will be rewarded with a great salary as well as the backing of a well-known respected company investing in your continued development and training.

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

## Sales Manager

**Sydney, \$70k + Bonuses + Comms, Ref: 7139AJ2**

With a friendly and social work environment, this is an exciting opportunity for an enthusiastic leader to join a well-established team in a rapidly growing company within their flagship store in the heart of Sydney. Lead the team to success while being in charge of the smooth day to day operations of the store. Enjoy working with a varied product offering to clients without the need to use any GDS. Sell a wide range of activities within Australia, NZ and the Pacific Islands direct to clients.

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

## Travel Consultant | High End | World Class

**Gold Coast, Salary Package + Bonus, Ref: 1347CGA1**

An exciting role within the retail sector has just opened up which is ideal for those looking to make a change in 2019 and further their career within the travel industry. Based in South Gold Coast, you can look forward to servicing high end clientele and constant enquiry. You will have exceptional customer service as well as the confidence to work both independently and in a team environment. An experienced consultant hungry for success will flourish in this environment.

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

## Regional Travel Consultant

**Regional QLD, Competitive Salary (DOE), Ref: 1978AW3**

The role will be heavily customer service focused, offering your expertise on worldwide destinations. Consulting across all platforms, including face to face, online and over the phone, this regional community travel agency is looking for a New Regional Travel Consultant to join their team! Passionate about travel? Pride yourself at delivering exceptional customer service? Ready for work/life balance? Please send your CV and Travel Profile to start the New Year with a new job!

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

## Corporate Business Development Manager

**Melbourne, Salary to \$100k + Comms, Ref: 3762HC1**

Do you have a sound understanding of Corporate Travel Sales, Business Development experience and a proven sales record? This boutique travel company are looking for a Business Development Manager to assist with their ongoing expansion across the travel market. Previous sales experience & confidence along with a drive to sell will be awarded. You'll consider yourself a persistent, results-oriented professional, with a desire to work with the corporate market & develop excellent relationships.

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



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