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EK to Santiago

EMIRATES has confirmed it plans to begin flying to Santiago via Sao Paulo, starting 05 Jul.

The service will be operated using Boeing 777-200LR aircraft on a five weekly basis, adding to EK's daily SCL flights from Dubai.



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nib expands insurance range

NIB Travel Insurance has debuted a "new solution for travel agents," aiming to bridge the gap between current products in the agency market and other providers.

GM Michael Callaghan said the "value for money" offering was a product for first time travellers, young couples & families looking to travel for a week or two and after worldwide cover, but is "equally well suited for Australian travellers up to 80 years of age".

Coverage includes Overseas Medical Expenses, Medical Evacuation and Repatriation and more than 40 automatically accepted medical conditions, along with Travel Delay, Luggage and Personal Items.

There are also add-ons for Snow Sports and Activities, with

Callaghan saying "we're here to support the important role that agents play as a one stop shop for travellers planning their next trip.

"We look forward to working with agents to keep Australians travelling well," he added.

The SureSave Travel Insurance offering, also operated by nib, will not change as a result of the new nib product which acts as an "alternative solution" to help agents compete with online direct brands and credit card travel insurance offerings.

"Today's announcement is all about ensuring that agents have a range of solutions to meet the needs of the individual traveller," Callaghan said.

Commission of 25% is payable on each policy, along with 10% on additional premiums for existing medical conditions.

See the **cover page** for more.

Win a Thailand trip

CENTARA Hotels and Resorts has partnered with *Travel Daily* for this month's fabulous reader competition, offering a grand prize of return flights for two to Bangkok plus a week's accom.

Entry details on **page eight**.

Today's issue of TD

Travel Daily today has eight pages of news and photos, including a front cover page for nib plus full pages from:

- One&Only Wolgan Valley
- AA Appointments jobs
- Fiji Airways

italktravel protection

EXPRESS Travel Group has reiterated that no customers have been disrupted due to the collapse of italktravel Tuggerah (TD yesterday), with the network's exclusive BookSafe insurance product along with AFTA/ATAS and ACS participation ensuring clients are fully covered.

ETG ceo Tom Manwaring told TD all customer files are being transferred to nearby italktravel stores in Belmont and Warners Bay, with no loss of client funds.

Wolgan love-in

EMIRATES One&Only Wolgan Valley Resort in the NSW Blue Mountains is promoting a special Valentine's Retreat offer including a candlelight dinner, private pool villa and all beverages - see **page nine** of today's TD for details.

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Get up to date with all the latest hotel openings in the December issue of *travelBulletin*.

CLICK to read
travelBulletin

Etihad bag weights

A **NEW** global baggage policy has been adopted by Etihad Airways, effective immediately.

The revised policy is based on the total weight of a passenger's baggage, rather than the number of pieces (however Etihad's USA and Canada baggage policy will remain in the form of pieces).

EY evp commercial Mohammad Al Bulooki said the changes are "in line with global best practice and market trends" and have been designed to cater for the "differing needs of our guests".

The allowances provide pax who book an Economy Deal fare with 23kg baggage; Economy Saver and Economy Classic fares with 30kg; Economy Flex with 35kg; Business Class with 40kg; First Class with 50kg and Residence guests with four 32kg pieces.

Excess baggage fees between Australia and Europe are priced from US\$85 for 2kg all the way up to US\$1,365 for 35kg.

QFF Lux Escapes tie-up

LUXURY Escapes is expecting a new tie-up with Qantas Frequent Flyer will strengthen trust among its supplier & customer network.

Effective from today, QFF customers booking a holiday with the e-commerce travel package disrupter will earn one Qantas Point for every dollar spent on eligible Luxury Escapes' deals.

Shortly, Qantas Frequent Flyer members will also be able to use their Qantas Points towards the cost of a Luxury Escapes vacation, while also earning points on the total value of the booking.

Speaking exclusively with **Travel Daily**, Luxury Escapes gm Blake Hutchison said the arrangement with Qantas "would be hugely beneficial for our customers".

He said being part of the Qantas Coalition Partnership network of 200+ retailers would amplify Lux Escapes' loyalty offering.

"Qantas Frequent Flyer is

the biggest loyalty program in Australia today and I think people have a huge amount of respect for Qantas as a product, and the frequent flyer program in particular has almost been core for so many people," he said.

"This partnership is about building trust, both with our supplier base (hotels & resorts worldwide) and also our customer base," Hutchison said.

QFF customers would soon be able to redeem "a bunch of points" for an entire experience or just a portion of their holiday, with 4,000 Qantas Points equating to \$20, he said.

Customers will also be able to "upgrade" their experience using QFF points for room upgrades.

Further, Hutchison said Luxury Escapes would benefit from Qantas' extensive marketing to its frequent flyer base.

More details on **page six**.

Air Van 737 lease

NEW services between Brisbane and Santo and Vila in Vanuatu will be introduced by Air Vanuatu over peak seasons until Jan 2020 after the airline announced it would lease a Boeing 737 from Nauru Airlines.

The additional Wed, Fri and Sun weekly flights will begin from 18 Jun, and enable NF to lift frequencies using its existing 737 to Sydney (to daily) and Auckland (to four weekly).

"We expect the additional capacity to make a significant boost to tourism in Vanuatu," Air Vanuatu ceo Joseph Laloyer said.

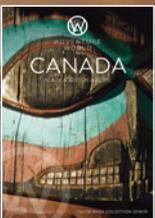
"I am very excited about 2018; we worked tirelessly in 2016 and '17 to ensure we would be able to increase our capacity & ultimately boost tourism in Vanuatu....2018 is going to be a busy year."

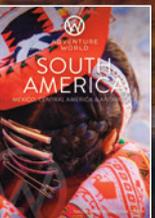
Vanuatu Tourism Office general manager Adela Issachar Aru said the organisation was pleased by NF's investment in flights.



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Ciobo calls for innovation

THE Coalition Government's Minister for Trade, Tourism and Investment Steven Ciobo believes Australia needs to target the North American market as the country transits from resources to

a service based economy.

In his keynote address at the Australian Tourism Summit, held as part of the *G'day USA* event in Los Angeles last weekend, Ciobo said North America was an important component in Australia's economic transition.

"For the year ending Sep 2017, 152,000 Canadian visitors spent \$740 million in Australia and during the same period, Australia welcomed over 700,000 US visitors...who spent \$3.75 billion in Australia," the Minister said.

Ciobo said the US is Australia's third largest market for visitation and the second largest for spend.

"Whilst other markets are growing at similar levels, their growth is off a much smaller base."

The USA is forecast to be worth between \$4.5 and \$5.5 billion by 2020, but "with a dedicated focus and increased investment in this market we could see the US reach \$6 billion by 2020, a great result".

"Australia is a very diverse destination, and this can seem overwhelming to new visitors.

"So we need to make it easy for people to digest and see the vast array of different activities they can do here," Ciobo commented.

He said to capitalise on US interest, "Australia needs to continue to innovate and be creative to get cut through with our target audiences so that we start to see those conversion rates improve".

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Further with QF/BA

QANTAS has today revealed it has extended its codeshare arrangement with British Airways to new destinations in Europe, namely Marseille and Belfast.

In addition to the two new cities, both accessed via London, the Aussie flag-carrier is upping frequencies on multiple existing codeshare routes in Europe, "providing customers with more options and enhanced Frequent Flyer benefits", Qantas said.

Sales on the new LHR-MRS and LHR-BFS codeshare routes (on select British Airways' flights) have opened for travel from today.

Concurrently, the QF code has been added to more services between London and Berlin, Basel, Edinburgh and Aberdeen.

Eligible customers will continue to have access to each airline's lounges (including Qantas' new flagship facility at LHR T3), as well as **oneworld** lounges, and priority check-in and boarding for the new codeshare destinations.

Qantas Frequent Flyer members will also be able to earn more Frequent Flyer points and status credits when travelling on the QF code, the airline added.



Window Seat

GOOD news for holidaymakers in New Zealand - you will never again be caught short of bubbly, no matter where you are.

A new world first service has launched this week, with Champagne House Bollinger teaming up with helicopter charter service Heletranz to deliver top shelf plonk right across the country.

Upmarket clientele can access emergency supplies of Bolly no matter where they are, from so-called Billionaire's Bay on Waiheke Island right through to the Coromandel Peninsula.

"New Zealand has an impressive number of high net worth individuals tucked away in its glorious paradisaic spots," said Heletranz's Sofia Ambler.

She said with many luxury accommodation sites located remotely to offer ultimate privacy for VIP guests, "it makes sense for us to offer the missing service of helicopter-delivered top shelf Champagne".

APT

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Travel Daily

Thursday 1st February 2018

AFTA seals VA deal

VIRGIN Australia today announced a new partnership with the Australian Federation of Travel Agents, building on VA's longstanding Gold Sponsorship of the National Travel Industry Awards.

AFTA ceo Jayson Westbury said the pact reflected the carrier's ongoing commitment to travel agents across the country, adding "we look forward to working more closely with Virgin Australia in the year ahead".

To celebrate the launch of the pact Virgin Australia will be offering an AFTA agent incentive along with a Hong Kong educational, with details to be unveiled in the coming days.

Virgin Australia gm of global corporate and industry sales, Ann Elliott, said "we look forward to working closely with AFTA to assist in delivering outstanding support for our valued trade community who are integral to our business".

Win a Princess cruise

AGENTS and industry partners have until 12pm tomorrow (Fri 02 Feb) to go into the draw to win a voyage on Princess Cruises' *Sea Princess*, being offered with Breakaway Travelclub.

To have a chance at winning the two-night cruise, simply 'like' Breakaway Travelclub's Facebook page and come up with a creative caption to one, two or three *Sea Princess* images that have been featured on their page over the past three weeks.

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

VA Raro increase

VIRGIN Australia has sought approval to ramp up capacity to the Cook Islands, seeking approval from the International Air Services Commission to add an extra weekly frequency (156 seats) from Australia.

The increased capacity will be utilised by 31 Jul using Boeing 737 aircraft, for a five-year term.



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Sydney-Haikou flights launch



IT'S a busy week for Sydney Airport, which yesterday debuted new non-stop Hainan Airlines flights from Haikou - the capital of Hainan Island, described by HU deputy gm Sydney, Chao Guo, as a "holiday paradise" in China.

Haikou is HU's third destination from Sydney, with the new twice weekly two-class Airbus A330-300 flight complementing existing services to Xi'an and Changsha.

The HU debut follows the launch of a new Tianjin Airlines Zhengzhou-Sydney earlier in the week (**TD** Tue).

\$8.75 car rentals

THE integration of globalCARS' new technology (**TD** yesterday) has enabled the firm to access heavily discounted vehicle rates around the globe.

A seven-day rental of a small Economy sized car collected in early Mar (pick-up and drop-off at an airport) is currently priced from \$8.75 per day in Ireland, \$9.28 in Italy, \$9.68 in Spain & \$10.08 in the United Kingdom, with "no hidden extras".

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Meet our Air Canada whinnier



SUE Taylor from Travel and Cruise Bright was the lucky winner of our fabulous Air Canada competition in Dec.

She won for her creative entry (**above**) where she roped in her husband Greg and her 33-year-old horse Buffy to show how much they all love Canada.

The prize was two AC economy return tickets to Vancouver, which will enable Sue and Greg to indulge in some of their favourite

Canadian pastimes such as mountain biking, skiing, camping and horse riding.

Unfortunately the prize didn't extend to animals, so they're going to have to leave poor Buffy behind this time.

PAL BNE nonstop

PHILIPPINE Airlines will utilise wide-body Airbus A340-300s on the Manila-Brisbane route which is earmarked to resume on a non-stop basis from 25 Mar, travel agent GDS displays indicate.

Initially operating thrice weekly, the BNE service will see PAL's flights via Darwin delinked.

A fourth weekly service to BNE will be restored from 25 Apr, set to be operated by Airbus A320s.

Then from 02 May, Philippine Airlines will revert all four flights to the narrow-body aircraft.

Ascott to Africa

SINGAPORE-BASED serviced apartments provider The Ascott Limited has announced it will be expanding into the African market for the first time.

The company has locked down the management contracts for two properties in Ghana's capital city Accra.

The 220-unit Ascott 1 Oxford Street Accra is slated to open in phases from 2019, while the 40-unit Kwarleyz Residence will open its doors from Q4 2018.

News of the expansion caps a record phase of growth for Ascott which added 18 new cities across nine countries last year.

To view further details of the impending Ascott 1 Oxford Street Accra, [CLICK HERE](#).

EK A380s for ADL?

EMIRATES president Tim Clark has hinted that the airline will likely replace its Boeing 777s flying into Adelaide with A380s following its recent order of 36 more superjumbos (**TD** 19 Jan).

The motivation for the move, Clark told *The Sydney Morning Herald*, would be made to help improve EK's credentials against competitors Singapore Airlines and Qatar Airways, describing Adelaide as a "battleground" for international airlines.

Sabre content win

TRAVEL technology company Sabre has signed aggregator agreements with Bedsonline, TravelBound and the Expedia Affiliate Network to incorporate their content into its new Content Services for Lodging solution.

The new deals will significantly boost the number of deals it can offer on accommodation for buyers and customers.

"Having aggregator content integrated with traditional GDS hotel content makes travel agents and corporate booking tool providers more efficient, effective and confident," said Traci Mercer, senior vice president of lodging, ground, and sea for Sabre.

Cairns traffic dip

CAIRNS Airport has reported a downturn in the number of passengers through its gates in Dec, dropping 2% on the same period the previous year.

The airport processed 451,110 pax for Dec 2017, down from the 459,010 recorded in 2016.

The numbers were dented by a significant drop in transfer and transit passengers.

Forward schedules between Jan & June this year cater for Hamilton Is to receive the biggest capacity boost, while SIN gets the largest bump internationally.

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RSSC marketing

REGENT Seven Seas Cruises has today launched a new 'Marketing Central' online platform, providing agents with a library of customisable, brand-approved marketing collateral.

The portal is free for agents to access and offers flyers, posters, logos and more - rssc.com/agent.

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Russia famil opp

RUSSIAN Travel & Tours is offering Australian agents the chance to jump on board a Trans-Siberian rail famil tour.

The opportunity features an 18-night journey for a maximum of 10 people departing either 03, 10 or 17 Apr from St Petersburg to Beijing in China.

The famil includes travelling on the iconic Trans-Siberian Railway & many city explorations in cities such as Moscow and Ulan-Bator.

Trips are priced at \$3,820pp and include meals, accommodation and excursion fees.

Further enquiries - [CLICK HERE](#).

QF \$599 to SIN

QANTAS is currently running a Fly Aways Sale that offers Economy return flights from Sydney to Singapore for \$599.

The deal extends to travel between 12 Feb and 20 Jan 2019.

Sales ends midnight 03 Feb unless sold out prior.

Hawaii visits flat

AUSTRALIAN visitors to Hawaii in Dec dipped slightly on the figures reported for Dec 2016.

The Hawaiian Tourism Authority's data suggests that Aussie tourists to the island decreased by 0.5% to 324,079.

Cruise tourism was up in 2017 however, recording 69 out-of-state cruise visits carrying a total of 126,225 pax compared to 57 ships and 112,475 in 2016.

Overall Hawaiian tourism performed well in 2017, notching up 9.28m visitors & a 6.2% jump on 2016 spend to US\$16.78b.

Kimpton Hollywood

THE Kimpton La Peer Hotel in West Hollywood has opened.

The 105-room luxury property places an emphasis on healthy lifestyles offering jade yoga mats in every room, access to noted fitness trainer Marco Reed and meal planning services.

For booking info [CLICK HERE](#).

Earn & burn on Luxury Escapes

QANTAS' new partnership between its frequent flyer scheme and Luxury Escapes (see page 2) will make customer's travel experience more rewarding, Qantas Loyalty exec manager commercial David Young says.

"It's a great way for our members to build up their points balance to use towards their next holiday before they've even set off & earn points on the bulk of their holiday expenses."

Young said having the option to use points on a Luxury Escapes trip "will make indulging even more appealing and more affordable," especially if a QFFF member combines it with points used for a reward flight or upgrade to a premium cabin.

Luxury Escapes gm Blake Hutchison told *Travel Daily* the latest partnership was a sign of the continual evolution of the travel package specialist which



now has in excess of 2 million members in Australia.

"We are going to have a significant opportunity to drive an affluent based customer to our hotel room network through Qantas Frequent Flyers' ongoing marketing and promotions".

Qantas Points will be able to be redeemed on hotels & resorts and packages with Qantas flights.

The tie-up was formalised last night at an event in Sydney, with Hutchison pictured above with Belinda Mason, head of coalition partnerships, Qantas.

CRUISE SPECIALISTS

Deck Chair Cruising, (Div of Discovery Rentals www.discoveryrentals.com.au) is looking for 2 cruise specialists, one Web-based Full Time Sales position at our Springwood QLD office and one flexible Part-time working from home position to service social media and live chat inquiries.

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ABOVE: At last night's event from left are Heath Delfos, AccorHotels; Jason Fong, Alex Griffiths & Gordy Bayne from Lux Escapes & George Hudson, Sofitel Wentworth Sydney.

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My Fiji says bula in the morning



MY FIJI has partnered with Channel Nine's *TODAY Show* to help celebrate the tour operator's Bula Bonus Sale.

The deal will see *My Fiji* broadcast live from the island on the mornings of 03 & 04 Feb and feature popular tourist spots such as The Westin Denarau Island Resort & Spa, Fiji Marriott Resort Momi Bay, Malamala Beach Club, My Fiji Island Experience and

Sigatoka River Safari.

The Bula Bonus Sale has already kicked off, offering all-new luxury packages, exclusive *My Fiji* tours and experiences and bonus inclusions valued up to \$3,000.

Television Presenter, Madeline Slattery is **pictured** with VIP concierge services representative for *My Fiji* Michael ahead of this weekend's live broadcast.

Bookings to be made by 28 Feb.

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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.

Asian specialist, **Wendy Wu Tours** has appointed **Lisa Farrugia** to the role of Business Development Manager NSW. Farrugia will cover the areas of North/ North West of New South Wales. She has previously worked with Creative Holidays and Escape Travel.

JA Resorts & Hotels has unveiled **Anthony Ross** as the company's new Chief Executive Officer. The Australian commenced at the Dubai-based firm in Jan. Ross was previously CEO at Aryadyta Hotel Group.

Petra Trapp will become **Laucala Island Fiji's** new General Manager. Trapp's most recent position was General Manager Hotel "Les Deux Tours" Marrakech. She has also worked in the Maldives and St Moritz.

Marriott International has confirmed that **Scott MacDonald** will become the General Manager of Courtyard by **Marriott Sydney- North Ryde**. Effective immediately, MacDonald will oversee all areas of the hotel's day-to-day operations, sales and administration.

Laura Wadsworth from **Sunseeker Travel Marketing and Representation** has been announced as **SeaLink Travel Group's** New Zealand Sales Representative. Wadsworth will be tasked with growing existing relationships and establishing new ones.

Virgin Australia has announced that **Zhang Kui** will take over the role of Non-Executive Director on the airline's board for **HNA Group**. Kui replaces Nang Qi who stepped down on 31 Jan. He is currently the Board Joint Chairman of Hong Kong Airlines.

Sahid Indo growth

SAHID Hotels & Resorts has opened three new resorts in Wakatobi, Maumere and Banyuwangi in Indonesia and announced five other new resorts in Bogor, Bandung, Pangandaran, Lombok and Gili Trawangan.

The new openings are the 33-room and 38-cottage Wakatobi Patuno Resort Managed by SAHID; 35-room CAPA Resort Maumere Managed by SAHID and 10-villa and 16-room Sahid Resort Osing Kemiren Banyuwangi.

AUH lounge refurb

PLAZA Premium has reopened its lounge at Abu Dhabi International Airport following a refurbishment which has significantly boosted its capacity.

The facility can now accommodate about 300 guests, up 47% on the previous size and featuring a state-of-the-art family space, massage rooms & more.

The lounge operates 24 hours a day, with travellers flying in First or Business class with any airline eligible for free access.

Other pax can access the lounge for a fee starting at AED200 for two hours or AED350 for five hours, with children aged 2-11 offered a 30% discount.

VS AB A330 lease

VIRGIN Atlantic will lease four additional Airbus A330 aircraft - formerly part of the defunct Air Berlin fleet - to maintain capacity while its Boeing 787-9 aircraft undergo unscheduled maintenance due to issues with Rolls-Royce Trent 1000 engines.

Air NZ has experienced similar 787-9 downtime (**TD** 08 Dec 2017), with the VS A330s to be repainted in Virgin Atlantic livery and used for services ex Manchester to New York, Boston, San Francisco and Barbados.

Revivo Bali opening

MARCH 2018 will see the opening of a "new breed of luxury wellness resort," with the first Revivo property to debut in Nusa Dua, Bali.

The resort will offer "bespoke programs based on each individual's needs with the goal of achieving holistic healing through mind training and self-awareness" according to the brand's founder Gordon Oldham.

The Bali opening will be followed by the launch of Revivo Wellness Cruise in the Komodo Islands in early 2019, along with Revivo Chateau de Fiac, France in mid-2019 - revivoresorts.com.

US, Qatar air deal

THE United States and Qatari Governments have agreed to action concerns of unfair subsidy practices regarding the Qatari-owned Qatar Airways.

US Secretary of State Rex Tillerson stated that the two countries had reached an "understanding on civil aviation", meaning the Doha-based airline will now be more transparent regarding transactions.

The agreement follows a three-year concerted push by AA, DL and UA to encourage the US to take a stand against alleged illegal subsidies from the Qatar Government to Qatar Airways.

The US will attempt a similar deal with the UAE Govt regarding alleged subsidies to EY & EK.

50% off Whit cruise

CRUISE Whitsundays is offering travel agents 50% off select cruise tours for two people departing from Hamilton Island.

To make a booking call 07 4846 7000 and quote "CWRV18".

Cycad into Spoor

CYCAD Lodge & Hotel in Nelspruit South Africa has opened its doors, offering close proximity to Kruger National Park.

The four-star hotel boasts 59 rooms with accommodation ranging from standard and deluxe to executive and superior suites, as well as self-catering one and two-bedroom apartments.

The site also offers an on-site restaurant serving day and night.



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Centara Grand Beach Resort Phuket

This month *Travel Daily* and Centara Hotels & Resorts are teaming up to give readers a chance to win an escape to Thailand.

The prize

Return flights to Bangkok and seven nights accommodation at a Centara Grand property for two.

How to win

- Head to centarahotelsresorts.com/b2b to check out all the key selling points and amazing destinations that Centara has to offer your clients.
- Send us your 3 favourite Centara selling points along with a picture or meme of you enjoying your ultimate Centara moment. The most imaginative entry will win. Send your entries to centara@traveldaily.com.au



AKM revitalisation

THE Ataturk Cultural Center (AKM) in Turkey is set to undergo a major reconstruction.

Renowned architect Murat Tabanlıoglu will head up the redesign of the Istanbul icon, with plans in place to create one of the largest opera houses in the world, art galleries, libraries, cafes and restaurants.

The project is scheduled to be completed in 2019.

Riverside funding

THE South Australian Government has allocated \$200,000 in funds to the Riverside Hotel Motel in Taillem Bend to undertake an upgrade.

Renovations at the hotel will include expanding its outdoor dining area from 16 to 80 seats.

Construction starts in Aug and is due to finish by Dec this year.

Airbnb US trips

AIRBNB has revealed it will be rolling out its Airbnb Trips offering to 200 cities around the United States following a successful trial of the product in New York.

The tech company is investing \$5 million to expand the service which aims to go beyond offering short-term accommodation and also deliver customers experiences when they travel such as surfing lessons in Malibu.

Kitchen by Mike SYD

A NEW restaurant called Kitchen by Mike Express has opened exclusively at Sydney Airport's T1 International terminal.

The new outlet is a "speedier" version of the popular Kitchen by Mike in Sydney's CBD and offers a selection of slow-cooked meats, salads, wraps and tarts.



Emirates
One&Only
WOLGAN VALLEY
Australia



VALENTINE'S RETREAT

Enjoy a romantic escape to Australia's ultra-luxury conservation based resort, Emirates One&Only Wolgan Valley, with your loved one this February. Explore winding trails through picturesque fields, relax in your very own private pool and enjoy dinner by candlelight underneath a canopy of stars.

There's simply no better place to experience an unforgettable getaway just the two of you.

From \$1,990 per villa per evening for two including luxurious Heritage Villa with shimmering pool, exciting nature-based activities and daily gourmet dining. What's more, selected alcoholic beverages with meals, non-alcoholic beverages and complimentary in-villa mini bar are all included.

*Offer valid for travel between 1 to 28 February 2018. Minimum two-night stay and other terms and conditions apply.

reservations@oneandonlywolganvalley.com
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PASSIONATE ABOUT PRODUCT

PRODUCT MANAGER

GOLD COAST – \$60-\$70K + SUPER

Are you experienced in developing relationships & have strong negotiation skills? We are looking for an experienced Product Manager 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.

BEAUTIFUL ISLAND LOCATION

MARINE MANAGER

SOUTH PACIFIC – \$60-\$70K + SUPER + FULL BOARD

A truly rare opportunity is now available to join this luxury island in the South Pacific. Oversee the dive, boating, activities & engineering department's incl. a fleet of boats, maintain safe & efficient operations on a daily basis whilst managing the team & providing exceptional customer service. Strong salary package including full accommodation & board + travel benefits. Resort marine management, boat license & management experience required.

DELIVER RESULTS

REGIONAL REVENUE MANAGER

PERTH – EXEC SALARY PKG

We are looking for an experienced area/regional revenue manager to join this expanding hotel group. Lead a team of Revenue Mgrs. /Analysts & work closely with hotels to design & implement revenue management processes & strategies across all hotels in your region to achieve company goals.

Work closely with all key stakeholders to plan & deliver results. Exec. salary + bonus + benefits. Exp. in a similar role a must along with great leadership & analytical skills.

GROWING TMC

CORPORATE ACCOUNT MANAGER

SYDNEY/MELBOURNE SALARY UP TO \$120K

As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing 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.

HERE'S YOUR CHANCE TO STEP UP

GM -CORPORATE TRAVEL DIVISION

SYDNEY - SALARY \$130K DOE plus plus

This role will see you take ownership of your own department, lead this growing division to greater growth in 2018. You will be responsible for managing the P & L so experience in this area is essential. Look after the whole operation from Sales, Account Management to Consultants.

If you are looking for a step up and have worked across different areas in a TMC this could be your next step, please call for a confidential chat.

HOTEL SALES ROLE

BUSINESS DEVELOPMENT MANAGER

BRISBANE – \$71K PKG + BONUS

Exciting time to join this expanding hotel group as a MICE BDM. Working as part of the sales team you will be responsible for managing the MICE market, building relationships and a pipeline to bring in new business across the portfolio of hotels. Previous experience in a similar role required with strong presentation, negotiating and contracting skills. Great salary plus bonus on offer for the successful candidate.

HUNTERS WANTED

SENIOR BUSINESS DEVELOPMENT MANAGER

SYD – BIG BASE \$100K PLUS BIG BONUSES

Join this unique corporate Travel Management Company in Sydney where you will be solely responsible for your region with a lot of potential to win new business. My client is looking for an experienced Business Development Manager who has come from a TMC with a strong track record in sales. Career growth is huge for the right candidate. This company offer a great base salary of \$100k and one of the best commission schemes out there.

SENIOR FINANCE ROLE

FINANCE MANAGER/CONTROLLER

SYDNEY – STRONG SALARY PACKAGE

We have a rare opportunity for a strong Finance Manager with Travel Industry Finance experience to take the reins of this finance team based in the CBD. You will prepare financial reports, budgets, and financial forecasts whilst leading and managing a small team. We are looking for someone with a strong commercial focus, who can look at ways of growing the business in collaboration with the Director. Strong salary on offer.

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Fiji's National Carrier has a proud and rich tradition of creating unforgettable memories for our customers. We are an airline with a proud past and a bright future. At Fiji Airways we are passionate to be the best. We are currently looking for a driven and passionate individual to join our team in our Sydney Office for the following role:

BUSINESS DEVELOPMENT MANAGER - SYDNEY

As the Business Development Manager you will promote Fiji Airways sales through effective working relationships with key trade partners in order to exceed targets. You must have a detailed understanding of the opportunities with each trade partner. You must create and implement plans in order to optimize channel performance. You will work closely with the Regional General Manager Australia to ensure effective use of agreed marketing resources. You must support the regions overall business objectives and work as a team to ensure the region's overall objectives are met and exceeded. You will monitor and provide insights in your respective channels to Marketing.

To be successful in the role you must possess a Bachelor's degree in Business or Marketing field, with strong academic performance. You must have at least five (5) years of sales and/or marketing experience in the travel and tourism industry and must have experience in an agency environment and exposure to a range of selling methodologies, especially B2B relationship management. You must follow up and secure group enquiries. You must have strong analytical skills and willingness to learn. You must have sound business acumen. High level of proficiency in Excel, Word, PowerPoint and other business tools. Excellent written and verbal communication skills. You must be able to embrace change with an innovative approach to problem solving. You must enjoy presenting and be able to manage your own time and tasks.

Applicants must be legally entitled to work in Australia.

Applications close on Saturday 03 February

If you think you have what it takes and want to be part of our world visit our Careers Page and apply online at fijairways.com/careers. Fiji Airways thanks all applicants, however, only those qualified will be screened and only those selected for an interview will be contacted.



fijairways.com/careers