

NT ridesharing

THE Northern Territory Government has welcomed the NT's first ridesharing operator, Hi Oscar, under revised regulations which will see a \$1 per trip levy applied to all taxi, minibus, private hire and ridesharing trips.

Travelport leadership shuffle

KAYLENE Shuttlewood is leaving Travelport today, after three years of heading up the company's Australia/NZ operations.

The company confirmed her departure overnight, with the appointment of Scott Barber as md Australia/NZ effective from next Mon, 05 Feb.

Barber, who has been with Travelport for a decade, most recently as Director of Commercial Strategy Asia Pacific, will continue to support Singapore-based Mark Meehan.

Prior to 2015 he was based in the Sydney office as the Global Head of Optimisation and Execution, leading the Travelport Flight Centre team before FLT switched its massive Australian GDS contract to Sabre last year.

"Scott's return to Sydney will allow him to fulfil a key regional leadership role," said Meehan.

He paid tribute to Shuttlewood, saying "her passion & energy for the business & customers has made her a fantastic ambassador for the company".

Shuttlewood told *Travel Daily* this morning she had resigned to take up another role in the travel industry, with further details to be revealed in the coming weeks ahead of an Apr commencement.

Travelport has also announced the appointment of Sue Carter as Commercial Director, Pacific for the firm's Air Commerce team.

Sydney-based Carter is responsible for driving Travelport's commercial strategy for airlines in the Pacific region, reporting to Chris Ramm.

LOT adds Moscow

STAR Alliance member LOT Polish Airlines has announced the addition of non-stop flights from Warsaw to Moscow Domodedovo.

The new route will operate six times weekly from 03 Jun using Embraer aircraft.

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Jayde - Sales Manager

Alliance air deal

ALLIANCE Airlines today confirmed a contract extension for air services with mining firm Newmont, with the deal including flights from Darwin to Newmont's Granites site in the Tanami Desert.

Alliance has been providing services to Newmont since 2012.

HLO shares issued

HELLOWORLD Travel yesterday issued 32,750 new shares, worth just over \$150,000 at the current price of \$4.79 each.

The shares were issued for "nil cash consideration as part of the Helloworld Travel Member Loyalty Bonus Scheme" and will be held in escrow until the vesting date of 31 Oct.

Details of the member to whom they were issued were not provided, but the shares will be forfeited if the owner is no longer a member of the Helloworld network on the vesting date.

Vietnam Airlines

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www.vietnamairlines.com

Today's issue of TD

Travel Daily today has seven pages of news and photos, plus full pages from:

- Fiji Airways
- Travel Trade Recruitment
- CLIA

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Marvel Europe brox

TRAVELMARVEL has today released its 2019 Europe River Cruising Preview brochure with a number of key innovations including the introduction of Hop-on Hop-off touring.

The company's European Gems river ships will offer a range of refurbishments in 2019, including two dining options (formal and informal) for both lunch & dinner.

Hop-on Hop-off touring options on city stays will see the use of a dedicated Travelmarvel coach and tour director, tying in with Flexi Tours which allow guests to "custom build their own adventure".

Travelmarvel is extending its Coastal and Expedition cruise products to include the Baltic Sea, Iceland, the Scottish Isles and Norwegian fjords in 2019, while the APT Travel Group offshoot has also contracted *MS Rossia* to cruise in Russia with tours from 12-20 days - travelmarvel.com.au.

QF cuts name change fee

QANTAS has removed its name change fee for group bookings on domestic routes, with the change aiming to enable greater flexibility for group customers.

Effective from 01 Feb 2018 any name changes made up to the

day before travel will be allowed without cost, complementing QF Groups' flexible naming deadlines of seven days prior to departure.

The new policy is now applicable for domestic Saver Fares as well as Semi Flex Fares booked through Qantas Group Travel, with a revised clue card detailing the updated conditions now available for download at qantasgrouptravel.com.

Qantas Group Saver fares on international and trans-Tasman routes still attract a \$125 name change fee per person.

ATPCO acquires Routehappy

AIRLINE industry pricing source ATPCO has purchased Routehappy, which provides flight scores and cabin amenity data to more than 65 global customers including Expedia, Google, Sabre and United Airlines.

ATPCO said the deal broadens its value to the airline distribution ecosystem by enabling it to offer rich content alongside its existing portfolio of fare and pricing rules, which currently power an estimated 87% of ticket sales across the globe.

AirAsia to Avalon?

A NEW international airport terminal is slated to be built at Avalon Airport in Melbourne ahead of the debut of overseas air services, the *SMH* reports.

It's tipped no-frills carrier AirAsia will begin flying to AVV ex Kuala Lumpur by the end of 2018.

New QF safety vid

QANTAS has today released its latest safety video, with the new iteration featuring "everyday Australians sharing the Aussie spirit with locals" in some key destinations across the globe.

Scenes feature cricket on a Tokyo rooftop, a taxi ride in New York, cheering the Wallabies in All Black territory in Auckland and even indulging in a "Tim Tam Slam" in Johannesburg.

Recently appointed QF International ceo Alison Webster said the new safety video was a "creative way to share the spirit of Australia with millions of customers every year".

See traveldaily.com.au/videos.

JD Moscow plan

CHINESE carrier Beijing Capital Airlines has sought approval to begin flying between Hangzhou -Moscow, with thrice weekly A330 flights to commence in Mar.

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In-flight tracking

AUSTRALIAN firm Inflighto has rolled out an in-flight entertainment app that enables passengers to view their flight path, identify key landmarks and chat with other pax and flight crew while they are in the air.



European River Cruising Preview 2019 Out Now!



Brochure in store

CLICK FOR NEW BROCHURE >

Must-read travelBulletin

THE first issue of *travelBulletin* for 2018 is on its way to subscribers, and it's a cracker.

The year has started off with a bang, and while the Helloworld takeover of Magellan Travel is still not done and dusted we have put together the story so far in the 'Magellangate' cover story this month.

Feb's *travelBulletin* also features a fresh new design along with destination updates on Samoa, South East Asia, Hawaii, Japan and the Eastern Mediterranean.

There's a new Business View section covering technology, personnel and more, while the Cruise section features a personal account of a recent voyage undertaken by one of our many travel agent readers.

Of course there are also all the regular updates from AFTA and



CLIA and a summary of the other big news so far in 2018.

As well as being distributed by post the magazine is available for download by **CLICKING HERE** or viewing at travelbulletin.com.au.

GC Games accom

GOLD Coast Tourism says forward bookings during the upcoming Commonwealth Games period (04-15 Apr) are running at about 66% occupancy.

GCT ceo Martin Winter said that represented a "solid base" for the accommodation sector, but also indicated there was plenty of room stock still available.

He said some operators were running at 90%, but urged travellers to consider different styles, locations and date ranges.

20% off Tempo

TEMPO Holidays is offering 20% off its 'Live Like a Local' packages in Spain and Portugal.

Destinations available include Madrid, Lisbon and the Basque Country, with leisurely sightseeing at key landmarks - 1300 362 844.

Window Seat

VIRGIN Atlantic's newly leased A330-200 aircraft (*TD* yesterday) will see the introduction of new "love suites" in the Upper Class cabin, in a classic Virgin-esque marketing initiative.

The carrier is boosting its fleet due to a shortage of Rolls Royce engines for its 787 aircraft, and is repainting the former Airberlin A330s which it has leased for several years.

However rather than a full cabin makeover, the existing Airberlin layout in Business class is being retained - so instead Virgin Atlantic is branding the A330 centre seats as a "Love Suite" - ideal for "dual dining, watching movies together or even catching up on work".

There's also the Solo Freedom seat (an aisle seat) and the Solo Corner Suite (also known as a window seat).

Upper Class passengers will also be able offered a "barista-style" coffee menu, receive free wi-fi messaging and have an upgraded amenity kit featuring so-called 'Happy Socks'.

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HAL showcase *Noordam*



HOLLAND America Line invited 60 travel agents to get to know *ms Noordam* while the ship was docked in Sydney yesterday.

Attendees settled in to sample the line's BBC Earth *Frozen Planet* offering, accompanied by musicians who are part of HAL's partnership with Lincoln Center Stage, which was introduced to the ship last week.

The group then enjoyed a

sumptuous lunch at Pinnacle Grill followed by a tour of the ship.

The Holland America Line team **pictured** above are: Christine Oliver, bdm Queensland and NT, Tony Archbold, director of sales Australian and NZ; Helen Evens, bdm NSW/ACT; Anthony Cooper, national accounts manager; Rebecca Cranston, bdm WA, SA and Vic and Brendan Wall, marketing manager.

TravelCube promo

TRAVELCUBE is giving agents the chance to win a weekend for two in Wynn Las Vegas to mark the launch of its Discover the Americas 2018 guide.

The winner will ride in style, with a limousine pick-up from the airport and a helicopter flight over The Strip.

To enter, agents need to make a reservation for Las Vegas between 01 Feb and 31 Mar for travel up until 31 Aug.

Agents who book at Wynn Las Vegas or its sister property Encore Las Vegas will receive two entries per booking.

WA snap workshop

TOURISM Council WA has added a new Photography for Tourism workshop to its training program schedule.

The session will be held in Perth on 28 Feb - [CLICK HERE](#) for more.

Norwegian Encore

NORWEGIAN Cruise Line has revealed its newest ship, set to sail the Caribbean seasonally from 2019, will be named *Norwegian Encore*.

The cruise line made the announcement at the steel cutting ceremony for the vessel, held at the Meyer Werft Laser Center in Papenburg, Germany.

WestJet Link delay

THE launch of WestJet Link, a capacity purchase agreement between Canadian carrier & Pacific Coastal Airlines, has been pushed back from 07 Mar to Jun 2018.

The delay is due to Pacific Coastal still working to meet WestJet's operational requirements and impacted guests are being offered alternative transportation.

MEANWHILE, WestJet will launch daily direct flights between Halifax Stanfield International Airport and Charles de Gaulle Airport in Paris from 31 May and Halifax to Gatwick Airport on 29 Apr.

FURTHER, new ultra-low cost carrier of WestJet, Swoop, will launch operation on 20 Jun from Hamilton, followed by intra-Western Canada service from late-Jul, GDS displays show.

Virgin Hotel UK first

VIRGIN Hotels has unveiled plans to open its first European property in Edinburgh, Scotland.

Slated to debut in 2020, the hotel will be in the city's Old Town and feature 225 Chambers and Grand Chamber Suites.

It promises to be a "mix of old and new" and offer multiple dining and drinking outlets and meeting spaces.

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www.travelpartners.com.au/careers/



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We are looking for a highly motivated and energetic self-starter to join our Cruise Reservations Team based in North Sydney.

This role will suit an individual who has Travel Industry experience with the ability to sell cruise, understand air, achieve KPIs, and work within a small dynamic team.

Successful candidate can expect a competitive package including a generous sales incentive and health benefits.

Viking will be the world's largest small ship cruise company by 2019, and with Viking Sun arriving in ANZ waters for the very first time at the end of this month, there has never been a more exciting time to join the team.

Please send a short cover letter and resume to: jobsau@vikingcruises.com
Applications close Wednesday 14 February 2018.



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Sydney / Melbourne / Brisbane to Delhi / Mumbai / Bengaluru	Fares starting from \$898
Perth to New Delhi / Mumbai / Bengaluru	Fares starting from \$694
Darwin to New Delhi / Mumbai / Bengaluru	Fares starting from \$729

Fares and taxes are subject to change.

Now get **SGD20 Changi Transit Rewards Voucher** for every adult & child travelling to India/Europe from Australia.

Return Fares Include:

- 30kgs Free Baggage allowance with through check-in
- 1 Free Date Change
- 1 Free Stopover
- Inflight Entertainment



[Click here for conditions.](#)

Sunshine Coast drive focus

VISIT Sunshine Coast has partnered with local tourism organisations and chambers of commerce to launch a second phase of the “Come to life” marketing campaign.

The push targets the drive market in south east Queensland and will run until mid-Mar.

It will highlight areas including Caloundra, Kawana, Eumundi, Coolum, Maroochydore, Mooloolaba and the Hinterland, targeting Brisbane, Toowoomba and the Wide Bay regions.

The campaign will debut seven new 15 second television commercials, a half an hour episode on the *Queensland Weekender* TV program, static and digital billboards throughout

Brisbane metro, digital and social media placements and tourism offers redeemable until Jun 2018.

“Come to Life” ties in with Tourism and Events Queensland’s recent campaign, zoning in on five key areas of the Sunshine Coast of: contemporary beach culture, nature, food and produce immersive encounters & events.

“The aim of the campaign is to emphasise our well known ‘naturally refreshing’ strengths, but also to highlight area’s not as well-known attractions and the incredible diversity of experiences available within the region,” said Visit Sunshine Coast chief executive officer Simon Latchford.

“This campaign is a great way to partner with sub-regional groups to increase destination awareness and encourage visitor dispersal from the surrounding drive market,” he added.

TAFE Travel course

TAFE NSW has launched a part time evening course called “Travel Essentials”, covering units including Domestic and International Destination and products/International Airfares and Ticketing and CRS Amadeus.

The partially subsidised program runs for three nights each week from 6-9pm, for one semester of 17 weeks.

Costs are \$165 for Australian permanent residents and the course starts the week commencing 12 Feb.

Embassy Suites YYZ

EMBASSY Suites by Hilton has opened the first Embassy Suites in the greater Toronto area.

The 255 all-suite Embassy Suites by Hilton Toronto Airport is three km from Pearson Int’l Airport.

AI to Tel Aviv

AIR India is planning to directly link Delhi and Tel Aviv in Israel with thrice-weekly nonstop flights by mid-Mar, according to local media.

The three days of operation are slated to be Tue, Thu and Sun.

APAC air growth

THE Asia Pacific region led an overall increase in international air passenger traffic during 2017, the first time the zone has done so in more than 20 years.

According to data released by the International Air Transport Association overnight, last year Asia Pacific carriers (accounting for 33.7% of the world share) posted annual demand growth of 9.4% year-on-year, driven by “robust economic expansions and an increase in route options”.

APAC capacity rose 7.9% and load factors rose 1.1% to 79.6%.

Int’l passenger traffic overall soared 7.9% compared to 2016, with only the Middle East seeing a slowdown in annual growth, falling for the first time in two decades by 1.7%.

IATA director general and ceo Alexandre de Juniac noted that with rising costs, especially fuel, 2018 is “unlikely to see the same degree of demand stimulation from lower fares that occurred in the first part of 2017”.

Lux Escapes lures the trade



Galapagos for UMI

G ADVENTURES has revealed this year’s destination for its UMI in the Islands incentive will be the Galapagos Islands.

The company has 12 places up for grabs, with six given to the top sellers and six randomly chosen agents who have booked at least one client during the incentive.

For a chance to win, agents must earn incentive points by booking clients on G Adventures trips, with one point awarded for every traveller booked by 31 Mar.

Fortnightly rewards will also be given away including Apple Watches, UE Boom Speakers, headphones, iPad Minis and G Adventures travel vouchers.

Agents must be registered with G Adventures’ sales platform, Sherpa & winners named in Apr.

THE travel industry was out in force this week to learn about Qantas Frequent Flyers’ new tie-up with Luxury Escapes (**TD** yest).

Among the crowd at the event, held at Sake Restaurant’s The Rocks Room in Sydney, were (from left) Sherly Handjojo, Thailand Tourism; Julie King, Dubai Tourism; Yana Shvarts, South Africa Tourism; Nicci Foulsham, Tahiti Tourism; Jodie Collins, Luxury Escapes; Kuntida (Kylie) Noenuirai, Thailand Tourism; Andrew Clark, Hong Kong Tourism; Rebecca Lavender, Singapore Tourism; Nardia Roselli, South Africa Tourism; Charis Ricafuente, Hawaii Tourism; Svet Monastyrsky, Gate 7; Alicia Palmer, Hawaii Tourism; Sarah Runnacles, Gate 7; Penny Brand, Gate 7; Tahnee Dobson, Gate 7 and Gordy Bayne, Luxury Escapes.

helloworld TRAVEL LIMITED

A vacancy exists for a **Inside Sales Support** with Helloworld Travel Limited.

Located in **North Sydney**, in the **Retail Shared Services division** of Helloworld Travel Limited, this role involves quality operational support, liaising with our agents, the sales team & public, managing incoming calls and email enquiries, intranet site loading & assisting with any project work or cross departmental needs.

To be successful in this role you will have:

- Proven experience in providing optimum customer service and problem solving;
- Strong attention to detail and accuracy while delivering work in a timely manner;
- Excellent organisational and system management skills;
- Proactive with the ability to show initiative;
- Results Driven & Goal oriented;
- Self-motivated with the ability to work in a team and/or autonomously;
- Computer skills should include Galileo GDS, Advanced knowledge in Microsoft Windows, Outlook, Word, Excel & PowerPoint; creating EDM’s and newsletters
- Flexible with working within all areas of the business as and when required.
- Ability to change and adjust your work day according to new priorities as they arise

If you are interested in applying for this role, please send your resume and covering letter to careers@helloworld.com.au

ACTE-BCHA hotel ratings

ACTE Global (Association of Corporate Travel Executives) has launched a global hotel accreditation program aimed at standardising lodging expectations for business travellers worldwide.

The new program is called ACTE-BCHA (Business Conference Hotel Accreditation) and is an initiative which aims to guide corporate travel buyers in selecting the most appropriate business-quality accommodations for their internal clients.

“There are all sorts of ratings out there - diamond ratings and star ratings and TripAdvisor’s crowdsourcing, but they cater to leisure travellers, who are most interested in whether a venue is kid-friendly, offers perks or packages, or is close to local attractions” Greeley Koch, executive director of ACTE Global and head of supervisory board, ACTE-BCHA said.

“Business travellers, on the other hand, want well-stocked business centres, safes for laptops, conference centres, room service and a fitness centre, along with a secure environment,” he explained, adding that is what the rating system seeks to standardise.

ACTE-BCHA has set the goal of accrediting more than 10,000 hotels globally by 2020.

The scheme will see facilities pay an annual membership fee, and compliance will be verified by independent monitors.

Franchise partner of HRG in many countries, DNATA began inspecting properties in the United Arab Emirates and the Middle East in Sep.

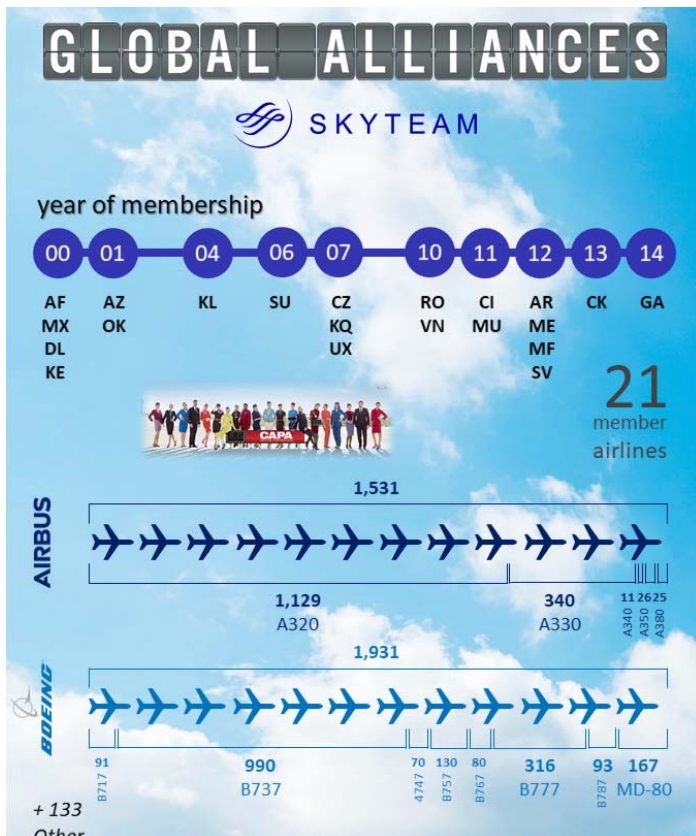
The program will rate other regions as it identifies and adds inspection partners.

For more information on ACTE-BCHA, see www.acte-bcha.com.



CAPA Insights

CAPA Centre for Aviation today offers its latest exclusive infographic, presenting insight from its own data and external sources.



AS PART of our continued review of global alliances CAPA Insights brings you a snapshot of SkyTeam.

This alliance was established in 2000 by Aeroméxico, Air France, Delta Air Lines and Korean Air. In terms of market share, SkyTeam is the second largest global alliance in the world with 17.3% of total seats.

SkyTeam includes 21 members from around the globe. In 2017, SkyTeam partner’s capacity included over 912 million seats, touching 177 countries, 1,173 airports and 4,965 city pairs. With over 3,595 aircraft currently in operation.

Nixon joins ATPi

JOHN Nixon has stepped into the role of global director of operations at ATPi.

Nixon joined the company’s senior leadership team in Jan and reports to ceo Andrew Waller.

He brings over 20 years’ experience with CWT, where he was most recently global director of CWT’s Technical Service Centres and interim director of its Service Centre in Manila.

He will lead the global team of ops heads & int’l support services.

EY Merc-Benz pact

ETIHAD Airways has partnered with Mercedes-Benz to offer premium transfers in the UAE to its customers travelling in The Residence, First class and Business class.

The three-year pact will offer First class pax chauffeur services air-side from gate to aircraft and vice versa if the aircraft is at a remote stand at Abu Dhabi Int’l Airport and land-side transfers between the airport and the pax pick up/drop off point in the UAE.

UATP Expedia deal

UATP has announced a new partnership with Expedia which will see UATP accepted for airline tickets purchased in the US across the Expedia brand portfolio including Travelocity and Orbitz.

UATP corporate subscribers will now have the option of purchasing flights directly from the Expedia and Orbitz websites, using the same process flow as an airline-direct ticket purchase.

Travel managers receive the same detailed UATP statement and itinerary level data under the new arrangement.

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With proven experience in a similar role delivering client focused solutions and no stranger to extensive travel, you will be an innovator with the ability to influence at all levels, possess a high level of awareness & understanding of trends that affect the Travel Management industry coupled with the desire to win.

Applications will be treated in the strictest confidence.

To apply please send your CV and cover letter to

careers@helloworld.com.au

Applications will close at 5pm AEST Sunday, 11 February 2018

Only successful applicants will be contacted

Friday 2nd February 2018

Eurowings ups DUF

EUROWINGS has announced it will bolster its long-haul presence at Dusseldorf, allocating seven wide-body aircraft at the German airport for the northern winter.

The airline said the strategy aims to “gradually close gaps in the customer offering from DUF which arose as a result of Air Berlin Group’s insolvency”.

EW’s repositioned long-haul jets are planned to operate to the US and Caribbean, including New York, Havana and Cancun.

Barrhead acquired

THE Travel Leaders Group has struck an agreement to purchase Scotland’s largest retail travel company, Barrhead Travel Group.

Barrhead comprises more than 75 locations and has over 900 employees and agents.

No major changes in operations are expected, with Barrhead to hold onto its distinct brand identity within the Travel Leaders UK portfolio.

The transaction is expected to be finalised in Q1 2018.



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



Travel Specials

WELCOME to Travel Specials, *Travel Daily*’s Friday feature. If your firm has released a travel special you’d like to make the industry aware of, send the details to specials@traveldaily.com.au.

Cathay Pacific Airways is celebrating the ‘Year of the Dog’, releasing return fares to China priced from \$599 to Beijing (ex Perth) and \$619 to Shanghai (ex Brisbane). Fares are valid for travel over select dates between now and 30 Nov when booked by 16 Feb. Details [HERE](#).

A stay four, pay three deal is currently available for consecutive night stays at **The Modern Honolulu**, Hawaii. The promotion includes free wi-fi, no resort fees and no cancellation charges. Blackout dates apply. Prices start at \$350 per night or \$1,050 for four nights. More info [HERE](#).

Wendy Wu Tours is providing a free two-night stopover in Singapore or Hong Kong when booking select tours to Southeast Asia, India or Sri Lanka. The stopovers (valued at \$550pp and \$780pp respectively) feature a four-star hotel and include brekkie daily and return airport/hotel transfers. The promotion runs until 15 Mar. Call 1300 727 998.

Economy class return airfares between Sydney and Apia flying with **Samoa Airways** are on sale priced from \$699 per adult & \$479 per child for travel until 14 Apr, when ticketed by 28 Feb. Call 1800 FLY SAMOA.

The Travel Project

A COLLECTION of the world’s most “impactful responsible” travel packages are being presented on a new travel website called The Travel Project (www.thetravelproject.com.au).

The “affordable” touring range include a sustainable coffee tour through Central America, trekking for gorillas in Uganda & working with resilient women in Kenya.

Itineraries and tickets sync to iPhone calendars, meaning it offers a paperless experience.

The site was launched by the firm behind The Peterpans Adventure Group which has 35 retail outlets around Australia.

Kimpton Anaheim

KIMPTON Hotels & Restaurants is set to open a new 400-room hotel as part of a mixed-use site in Orange County, California, a few blocks from Disneyland.

When it opens in 2021, the four-star property will feature a rooftop swimming pool, two restaurants, a lounge and 930m² of meeting space.

The Garden Grove development will also feature retail outlets and restaurants.

Jetstar scam

LOW-COST carrier Jetstar has confirmed it is not involved in an online promotion whereby the carrier is said to be giving away a \$1,000 voucher to people who take part in a survey (pictured).



Jetstar rewards everyone with 2 free plane tickets to celebrate 15 years of quality service! jetstar.com-view-promos.com

The scam is being promoted on social media and directs readers to jetstar.com-view-promos.com.

A Jetstar spokesperson told *Travel Daily* this the promotion is “not part of our website, nor is it related to any official Jetstar marketing initiative”.

“As such it does sound like it originates from a third party which is not connected to Jetstar and we would strongly recommend that you do not follow any links or respond to any further contact related to this, as it isn’t authorised by or connected to Jetstar,” the spokesperson added.



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



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Multi Skilled Travel Consultant

Brisbane, \$75-\$100k OTE + Incentives, Ref: 3170S2Z

A leading TMC is looking for an experienced Multi-Skilled Corporate Consultant to be a part of a growing team looking after blue chip accounts. You will be working within a team to ensure you are providing exceptional customer service and building your own portfolio. Ideally you will have a min of 2-3 years working as a corporate consultant with knowledge of detailed itineraries. You will have the chance to make some extra money on top of a solid base salary with very achievable KPI's.

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

Music Bands Touring Travel Consultant

Sydney, up to \$60k + Super, Ref: 3218SO90

This exciting organisation works with in the event management space and has some very high profile and interesting clients. They work from very funky modern offices where the nature of the really cool events they book, are reflected in the décor. You will be working with some of Australia's top bands to manage their travel bookings and you will never have the same issues to deal with twice. There is so much variety in this role and you will be supporting an overseas function.

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

Product Manager

Melbourne, Competitive Salary + Super, Ref: 1241CGA1

A rare travel industry Product Manager position has opened in Melbourne. My client is seeking an exceptionally driven and motivated Product Manager to be part of this fast pace & growing business. The overall purpose of this position is to generate profitable revenue by developing & managing products. You will have destination knowledge and professional travel in India. Monday – Friday working hours. If you are a quick learner & show excellent attention to detail this is the role for you.

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

Contracting & Operations Director

Melbourne, \$Fantastic Salary Package, Ref: 3237HC1

My client is seeking an exceptional Contracting & Operations Director to work for their growing tour operator and lead their team to success. They are looking for someone with excellent negotiation skills and the ability to manage a team. The ideal candidate will have a strong background in contracting as well as operations – 5 years + experience. A crucial part of the role is to negotiate competitive rates with suppliers and manage existing supplier relationships and develop new ones.

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

Travel Product Coordinator

Brisbane, \$50-55k + Super, Ref: 2032AW1

We are looking for a motivated, full time Product Coordinator to work within our head office. Consulting with both the Product and Marketing Manager and the General Manager, you will provide coordination, assistance and support to obtain, contract, load and distribute relevant product. You will also be responsible for building and growing relationships with our suppliers. If you have previously worked in a marketing or product role, or looking to step up from a consulting role - APPLY NOW!

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

Retail Travel Superstar

Sydney, \$55k + Uncapped Commission, Ref: 9198AJ1

An exciting and lucrative position has just opened up for an experienced consultant looking to make a change in 2018 while being rewarded for their performance. Based in the CBD, you can look forward to servicing high end clientele with high levels of foot traffic. An experienced and successful consultant hungry for success will flourish in this environment. Ideally searching for a \$1.5 - \$2 Million consultant that can hit the ground running. For more information contact me today!

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

Online Travel Consultant

Melbourne, up to \$55k OTE + Super, Ref: 2601MC1

Seeking experienced retail or existing wholesale travel consultants to join an industry leader and take the next step in their travel career. If you have a successful sales track record and a strong ability to build rapport over the phone this is the role for you. Successful candidates will be responsible for handling large volumes of calls while piecing together tailor made and packaged itineraries for travel agents. Professional phone manner is essential and strong organisational skills are key.

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

Leisure Travel Team Leader

Perth, Competitive, Ref: 3250SJ2

A fantastic opportunity to work within a leading travel company as their Team Leader. This team of experienced consultants are looking for a motivated & proactive leader. You will ideally have excellent experience in people and sales management as well as a passion for travel & cruise. This is a varied role involving strategy and change management. It is a great chance to focus purely on management in the travel industry. A great salary, plus bonuses, modern offices & a central location.

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



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