

Great deals on car hire, motorhomes & European leasing!

SEE DEALS



DRIVE
WORLD
WIDE

Booking.com Sabre

SABRE Corporation has signed a deal with Booking.com which will give Sabre agency customers access to all Booking.com listings, including its alternative lodging listings, through the Sabre Content Services for Lodging.

Sabre Travel Network svp of lodging, ground and sea, Traci Mercer said the agreement would allow travel buyers "to meet the growing demand for alternative lodging options and deliver even more value to their travellers".

"Our collaboration with Booking.com allows us to offer a comprehensive set of interesting and unique properties to our systems," Mercer said.

Sabre Content Services for Lodging is set to launch this year as a multi-source, multi-representation of GDS, aggregator, and agency-sourced hotel content and it will be available via Sabre APIs as well as the Sabre Red Workspace, GetThere and TripCase.

TourRadar \$50m injection

AUSTRALIAN brothers Travis and Shawn Pittman have secured a further US\$50 million investment in their online touring platform TourRadar, paving the way for further expansion.

The injection has been led by technology capital provider TCV - a backer of "growth-stage" companies like Airbnb, Expedia and Netflix - as well as existing investors Cherry Ventures, Endeit Capital, Hoxton Ventures and Speedinvest.

Under the deal TCV venture partner Erik Blachford will join the company's supervisory board.

"The experience and knowledge in the online travel sector that Erik Blachford and TCV bring to the table is exactly what we were looking for as we embark on this exciting next chapter at TourRadar," said ceo Travis Pittman, based in the company's Vienna headquarters.

"This stage will well and truly

bring our vision to life and we're excited to do this with their guidance," he said.

Founded by the Pittman brothers in 2010, TourRadar markets multi-day tours and river cruises from over 600 operators globally, with over 25,000 tours in 200 countries on its platform.

It provides operators with instant bookability and features such as tour review functionality.

The company's new funding will be used to expand its team globally and invest in the technology platform "to provide a personalised user experience for customers in new and existing source markets".

Today's issue of TD

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

- One&Only Wolgan Valley
- AA Appointments jobs

NZ welcomes ruling

AIR New Zealand has welcomed the conclusion of action in the Federal Court which resulted in a \$15 million fine over price fixing (TD yesterday).

"Air New Zealand is pleased this action, which relates to matters that date back to 2006, is now resolved," a spokesperson for the airline said.

"We have worked closely with the Australian Competition and Consumer Commission over the past year to reach this position which is in line with previous settlements reached with other international airlines."

One&Only Xmas

ONE&ONLY Wolgan Valley in the Greater Blue Mountains is offering special Christmas in Jul Yulefest rates for travellers looking for a cozy winter getaway.

Rates include accommodation for two, degustation and select nature activities, see page nine.

SWISS

Exclusive Swiss quality. Included on every flight.

A STAR ALLIANCE MEMBER

swiss.com Made of Switzerland.

Earn what you deserve

Enjoy more as a personal travel manager

Earn. Travel. Live. More.

Find out more 1800 019 599

Travel Managers As individual as you are

ANNOUNCING AUS-ARN VIA PVG FLIGHT FROM 16 JUN, ECONOMY RETURN FROM \$950

Australia

中國東方航空 CHINA EASTERN

OA.CEAIR.COM



5 NIGHTS SHERATON NEW CALEDONIA DEVA

FREE ROOM UPGRADE!

✈️ + 🚗 + 🛏️ + 🍷 BONUS

FROM **\$1,559** per person

new caledonia travel connection

[VIEW DETAILS](#)

Boracay to reopen

THE Philippine island of Boracay could be reopened to tourists as soon as 26 Oct, Tourism Secretary Bernadette Romulo-Puyat has told local media.

President Rodrigo Duterte ordered the island's closure in Apr to address a sewage crisis.



WORLD FIRST!

Cruise Alaska to Adelaide

51 nights | 10 Sept 2019

- ✓ Flight from Adelaide to Anchorage
- ✓ Alaska Lodges
- ✓ Golden Princess
- ✓ Wilderness Rail

Twin from \$15,269 pp
Single from \$24,729 pp

Holidays of Australia & the World

[find out more](#)

Billionaires boost wealth

US BUSINESS magazine *Forbes* has published its 2018 list of the world's wealthiest billionaires, with several appearances made by high-profile figures from the travel and cruise, hotel and aviation industries.

Micky Arison, former ceo and chairman of Carnival Corporation, has a net wealth of US\$9.7 billion, while husband and wife team Gianluigi & Rafaela Aponte, owners of MSC Cruises, have amassed a US\$9.3 billion fortune.

Michael Kadoorie, chairman of Hong Kong & Shanghai Hotels, has US\$7.3 billion in wealth coming courtesy of luxury hotel brands including Shangri-La.

A cluster of airline entrepreneurs make the list including Virgin founder Richard Branson (US\$5b), the co-founder of Indian budget carrier IndiGo Kapil Bhatia (US\$4.5b) and VietJet Air co-founder and chair Thi Phuung Thao Nguyen (US\$3.1b).

Other notable inclusions are Arne Wilhelmsen, co-founder of Royal Caribbean Cruises (US\$3.2b), Sergio Mantegazza of the Globus family of brands (US\$2.9b) and Torstein Hagen, founder of Viking Cruises (US\$2.2b).

According to *Forbes*, wealth amongst the world's billionaires has increased by 18% over the past year.

Hawaiian appoints

HAWAIIAN Airlines has appointed Rob Sorensen as vp marketing and e-commerce.

He will be responsible for driving revenue growth through the airline's online customer experience (e-commerce), global marketing communications, and marketing strategy & analytics.

He was most recently head of marketing and merchandising at Amazon Books.



More flights, more often.

Daily to Port Vila ex Sydney.
4 days a week to Port Vila ex Brisbane.
2 days a week to Santo ex Brisbane.

Air Vanuatu
airvanuatu.com/agents

SkyShip for Uluru?

A NEW tourist operator has applied to operate a "sky ship" at Uluru, according to a report in *The Australian*.

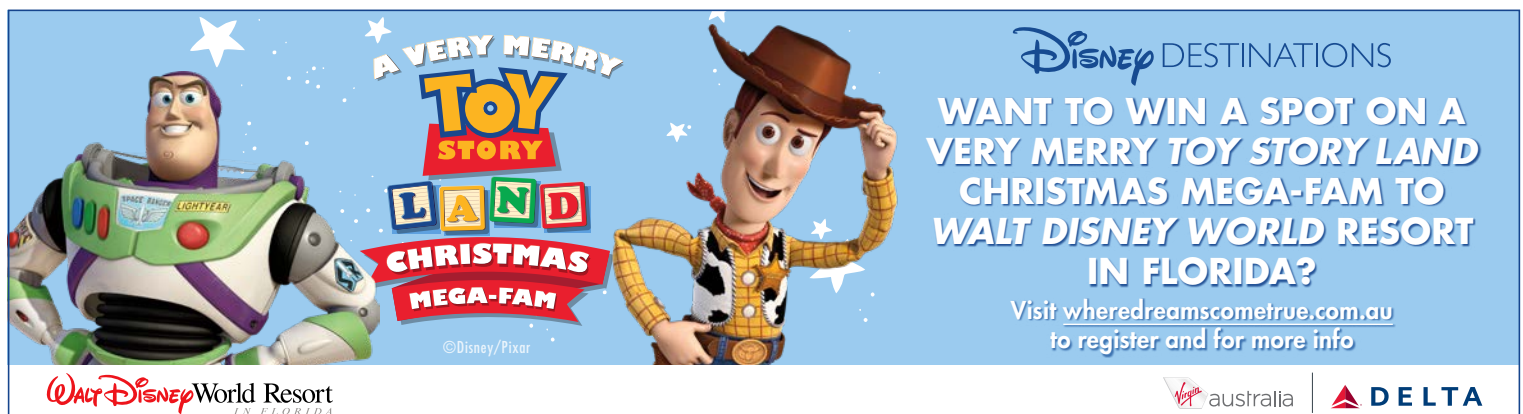
SkyShip Uluru is proposing to offer tethered helium-filled balloon rides for 15 people at a time, up to a max height of 181m.

 **Expedia** **TAAP**
TRAVEL AGENT AFFILIATE PROGRAM

Your great service and our great rates



JOIN TODAY AT
www.expedia.com.au/taap
telephone 1800 726 618
email expedia-au@discovertheworld.com.au



A VERY MERRY TOY STORY LAND CHRISTMAS MEGA-FAM

©Disney/Pixar

Disney DESTINATIONS

WANT TO WIN A SPOT ON A VERY MERRY TOY STORY LAND CHRISTMAS MEGA-FAM TO WALT DISNEY WORLD RESORT IN FLORIDA?

Visit wheredreamscometrue.com.au to register and for more info

Walt Disney World Resort IN FLORIDA

Virgin australia | DELTA

Trail of the Northern Lights
 NORWAY, FINLAND & RUSSIA
 24 DAYS DEPARTING FEB & MAR 2019

traveldirectors.com.au

travel directors
 WORLDWIDE ESCORTED TOURS
 AFRICA | ASIA | CENTRAL ASIA
 EUROPE | LATIN AMERICA
 MIDDLE EAST | RAIL JOURNEYS

1300 856 661
 MORE INFO

Punhill Ivanhoe

LUXURY apartment group Punhill is set to open the doors to its latest property in the eastern suburbs of Melbourne.

Punhill Ivanhoe is located at one of the city's highest points and will offer guests 52 apartments when it officially opens on 11 Jul.

Each of the one- and two-bedroom apartments will offer updated features and appliances, with east-facing apartments offering views over the Dandenong Ranges.

Da Vinci unveiled

THE Louvre Abu Dhabi will reveal a celebrated piece of renaissance artwork when Leonardi Da Vinci's *Salvator Mundi* is unveiled to the public on 18 Sep.

The famous painting will then be loaned to the Musee du Louvre in Paris for its planned Da Vinci exhibition running 24 Oct 2019 to 24 Feb 2020.

New RCL head steps in

RCL Cruises now has a new vice president and managing director, Australia and New Zealand, with Susan Bonner officially stepping into the role.

It was initially announced in Feb that Bonner would relocate to Sydney to replace Adam Armstrong, who would step down in Aug (**TD** 27 Feb), but the cruise line has today confirmed she has taken the reins.

Last month Silversea Cruises revealed Armstrong would head the luxury line in Australasia from Aug (**TD** 04 May).

Bonner is responsible for the business operations of Royal Caribbean International, Celebrity Cruises and Azamara Club Cruises in the region, reporting to Gavin Smith, svp International.

She joins from Royal Caribbean's Miami office, where she was vice president of Celebrity Cruises' revenue management and onboard revenue, with the

company saying she was "integral in launching the line's luxury Solstice Class ships".

Prior to that, she led the revenue management and onboard revenue performance of Royal Caribbean International during the line's introduction of the Quantum Class.

"With the highest market penetration for cruising of any country, I'm looking forward to continuing the incredible momentum our brands are experiencing in this region," Bonner said.

"Our trade partners continue to be an absolutely integral part of our business strategy; I can't wait to get to know them and to build on the groundbreaking innovation we're renowned for bringing to the industry."

Bonner is an advocate of gender equality, women in leadership and workplace diversity, and is a hot yoga enthusiast.



Window Seat

DESPITE the plethora of idyllic tropical beaches shown on a travel agency's brochure rack, there's a man in Japan who hasn't needed any assistance finding an island paradise for the past three decades.

Masafumi Nagasaki, 82, has been living alone and naked on the tiny isle of Sotobanari for 30 years, foraging for food and watching the local turtles hatch from their eggs.

But now he has been forced to leave, despite insisting he wants to die there.

London's *Telegraph* reports police have removed the man - known as the naked hermit - after reports he looked ill.

Though it appears he only has the flu, Okinawa authorities have placed him in care and refused to allow his return.

Waiheke Island, Auckland
100% PURE NEW ZEALAND
 newzealand.com

DISCOVER THE ANCIENT WONDERS OF THE NORTH ISLAND

TEST YOUR KNOWLEDGE
 You could win \$250!

ENTER NOW

Speeding through China

ABERCROMBIE & Kent (A&K) is capitalising on China's rapidly expanding network of high-speed trains to deliver travellers to new and remote areas of the country, according to the company's visiting China specialist and director Gerald Hatherly.

With China continuing to experience growth in Aussie travellers, Hatherly told **TD** the modern rail network was providing new alternatives for high-end travellers.

"Australians are good travellers, they are willing go beyond the superficial," he said.

Travelling at speeds of up to 350km/h, China's bullet trains enable visitors to escape to more established destinations like Shanghai and Beijing to access culturally preserved locations such as Pingyao, a UNESCO world heritage site, Hatherly said.

"Pingyao is one of the very lucky places where about 4,000

buildings date back to 14th to 20th centuries, and haven't been touched or destroyed," he said.

Two other emerging areas are Guizhou, and Sichuan.

"Sichuan has a strong food movement, so we often send travellers to cooking schools and food markets," Hatherly said.

Catering to the foodies, A&K is providing specialised "food, wine and tea" packages.

"We are organising trips that focus on Chinese food as every province has very distinct culinary traditions...we are learning not just how to cook but appreciate what the ingredients mean."

Active sightseeing packages of trekking, biking and hiking have also remained popular, he said.

With nearby locations like Mongolia, Tibet and Japan hot on the radar for Australians, Hatherly said A&K would be focusing on promoting cross-border travel options this year.

TAUCK

FREE INFORMATION EVENTS

Special offers available on the night.
Limited Space available

REGISTER NOW
to avoid disappointment

Fitzroy back on sale

FITZROY Island Resort is back on the market after it failed to be sold two years ago, according to *Commercial Real Estate*.

The 12 hectare resort is owned by property developer Doug Gamble and located 30km east of Cairns in the Great Barrier Reef Marine Park.

The 92-room property had an asking price of \$30m in late 2016 and has a development approval to increase the resort's rooms.

Avg holiday spend

THE average amount spent on a holiday is \$5,441, with \$1,930 going to air or sea travel, \$1,356 on accom, \$1,028 on food and shopping, according to a report from Travel Money Oz.

The remaining \$690 goes to tours and experiences and \$436 on other experiences.

The report found travellers aged 18-34 years spent roughly \$1,291 less, forking out \$4,150 each.

NoVacancy line-up

NOVACANCY Accommodation Business Expo, a free event for Australia's accommodation industry held on 17-18 Jul at ICC Sydney, Darling Harbour, has announced its line up of speakers.

Guests will hear from 62 speakers including Mathew Dalby, previous creative director of The Studio at Harrods; Karen Golden, general manager at Belgravia Leisure - Destination Wellness & Spa Group; and Sam McDonagh, Airbnb country manager for Australia & New Zealand.

For more information, visit www.novacancy.com.au.

Hyatt Philippines

HYATT Hotels Corporation has announced a deal for a 350-room Hyatt Regency hotel in Clark, Philippines, which would mark the return of the Hyatt Regency brand to the country.

The hotel, located northwest of Metro Manila, will open in 2022.



Big USA Sale on now! Fares from \$999.

BOOK YOUR CLIENT TO THE USA TODAY.

American Airlines

American Airlines, Flagship and the Flight Symbol logo are marks of American Airlines, Inc. oneworld is a mark of the oneworld Alliance, LLC. © 2018 American Airlines, Inc. All rights reserved.



JNTO treats Aussie trade



A MIX of five Aussie product managers and travel advisors were hosted by the Japan National Tourism Organization (JNTO) Sydney Office on a six-night tour of Japan this month.

The travel trade professionals were introduced to the luxury travel destination of the Shinshu region and the Hokuriku region, which is renowned for its art and traditional culture.

The trip culminated in business meetings with local suppliers in the metropolis of Tokyo.

Highlights of the jam-packed itinerary included experiencing the Gran Class on Japan's Hokuriku shinkansen (bullet train), feasting on ice-cream covered in gold-leaf, wildlife tours and local bird watching, dining at a Michelin-starred restaurant and dinner in the company of an enchanting maiko (geisha).

Accommodation throughout the

trip ranged from pure high-end western luxury to Japanese onsen ryokan - a traditional Japanese inn with hot springs.

Pictured at Kenrokuen Garden in Kanazawa, Japan, are: Melanie Wynne, Phil Hoffmann Travel; Kathy Thomaidis, MTA Travel; Rad Rusin, Abercrombie & Kent Australia; Jane Arthur, Encore Journeys; and Julie Richards, Concierge Traveller.

Tourism WA push

TOURISM WA and Australia's North West (ANW) regional tourism organisation are running a marketing campaign promoting Qantas' special weekend fares between Perth and Broome.

The push covers print, outdoor and radio advertisements and the special fares lead in at \$179 during the low season and \$199 during the high season.

How many flights are included on the 13 day itinerary of Thailand with Back-Roads Touring?



- Daily prize \$100 voucher of your choice
- Must email answer to agent.discounts@backroadstouring.com.au

Booking data breach

HOTEL reservations site Fastbooking has had 320,000 bits of customer data from about 400 lodging providers in Japan stolen from its server by data hackers.

The French company has so far declined to name the hotels affected by the breach however Japanese hotelier Prince Hotels has confirmed that an estimated 125,000 bits of its customer info had been stolen as a result of the booking site's data breach.

"Our multilingual website is outsourced to FastBooking Japan and it was found that the server... was accessed illegally," Prince Hotels said in the statement.

NT tourism grants

THE Northern Territory Government has allocated \$1.5 million in grants to tourism-related operations in a bid to improve visitor experiences.

"We want to make sure we send visitors away raving about their Territory experience," said NT Minister for Tourism and Culture Lauren Moss.

A total of 58 local businesses have received funding across the Territory including Rachael's Seafood Shack, Pee Wee's at the Point, Hot Tamale restaurant, and Eva's Cafe at George Brown Darwin Botanic Gardens.

Round two funding opens in Jul.

Quick! Jump in! WE'RE TAKING 40 LUCKY AGENTS WITH US TO FIJI!



Register & complete our Matai Online Training Program before 27 July to go into the draw to WIN a spot.

PLUS! The first 150 agents to register and complete the program will receive a \$30 gift voucher.



[CLICK HERE TO BEGIN](#)

[Terms & Conditions](#)

Find out why a **Host Agency** is a better way to support your business

YOUR TRAVELCENTRE



Take the video tour
What is a Host Agency?



Norwegian slimmer

LOW-COST carrier Norwegian Air has unveiled slimmer seats (**pictured**) recently installed on its first 737 MAX aircraft.

The new seating is intended to provide passengers with more personal space and leg room via a 75cm seat pitch and 42cm width.

The new configuration will feature on all of the airline's 12 Boeing 737 MAX aircraft it takes possession of this year.



Jetstar Tassie sale

JETSTAR'S new "Discover Tassie" sale is offering fares priced from \$45 one way from Melbourne (Tullamarine).

Sale prices will be offered from most major cities until 02 Jul.

Breakaway cruise

BREAKAWAY Travelclub has announced a last-minute cruise competition on social media, giving away a three-night trip on board *Carnival Spirit*, departing Sydney on Thu next week.

To enter, travel industry members need to upload their favourite cocktail holiday snap by Sun, with the winner to be chosen Mon.

CLICK HERE for more details.

Indigenous art fair

CAIRNS is preparing to welcome up to 50,000 visitors to its waterfront next month when the city hosts its ninth annual Indigenous Art Fair.

Since its inception, the fair has welcomed over 235,000 people to its events, featured 1,300 artists and generated more than \$6 million in art sales for Queensland's Indigenous artists.

This year's event runs 12-15 Jul, beginning with an opening party.

Colorado springs into market



COLORADO is set to become more visible to the trade with marketing representation firm APTMS winning the mid-west US account following a three month bidding process.

Speaking at the inaugural launch of the destination in market yesterday, APTMS md Kylee Kay said there was an abundance of opportunities to grow beyond the traditional ski market.

Kay said there were currently 75,000 Australians travelling annually to the state with most

visiting during the winter season and staying at the 28 ski areas and resorts available.

"We will help wholesalers and tour operators to broaden their product offering to include Colorado within their itineraries and from this it'll help grow other season's markets," Kay said.

"Colorado is a state for all seasons and is now open for business," she added.

Kay is **pictured** right with Caroline Davidson, director Davidson Communications.

IN TO AFRICA?

Africa Product Manager, A&K

If you're an Africa travel expert, with extensive experience in both group and FIT product design and management, then we have an exciting opportunity to join our Melbourne Office as the Product Manager for Africa, birthplace of A&K.

[Click here to find out more and apply now.](#)

Abercrombie & Kent
www.abercrombiekent.com.au

CUSTOMER SERVICE CONSULTANTS WANTED

Our Customer Services team is the 'front line' of our business, providing exceptional customer service to our valued trade partners. We're seeking experienced and passionate Consultants to join our Sydney team.

Minimum of 12 months experience within the travel industry in travel operations (wholesale or retail) is preferred with:

- ✓ Excellent phone manner
- ✓ Excellent written and oral skills
- ✓ Superior attention to detail and ability to multi task
- ✓ A great sense of humour and positive 'can do' attitude

Backed by an established Customer Service Department, you will receive the resources and support needed in order to succeed.

COULD THIS BE **YOU?**

To apply, forward your CV and covering letter to hr@globus.com.au with the position title in the subject line by Friday, 6 July.

GLOBUS COSMOS MONOGRAMS AVALON WATERWAYS



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.

World Resorts of Distinction has appointed **Nina Richards** to the position of Resort Marketing Manager. Prior to the role, Richards was the Marketing and Communications Manager at Mobile Travel Agents.

Carolyn Johnson has moved into the role of Director of Marketing and Communications at the **Melbourne Convention and Exhibition Centre**. She was previously the Head of Marketing at HostPlus.

The **Los Angeles Tourism and Convention Board** has welcomed **Kathleen Finneran** to its team. Finneran will take on the role of Tourism Manager - Australia and New Zealand.

Uniworld & U By Uniworld have strengthened their teams with the addition of two new appointments. **Bradley Pallant** joins as Head of Sales alongside **Alice Ager**, who steps into the role of Senior Sales Manager.

Aoife Johnston has been made Head of Product at **TRAVLR**. Johnston joins the company after five years at global employment marketplace SEEK, and will work closely with TRAVLR co-founder Lani te Hennepe.

FCM Travel Solutions has appointed **Sue McEvoy** to the role of Head of Sales - Australia. She takes on the role after four years with the global sales team, where she held the position of Director of Sales APAC.

Carlson Wagonlit Travel will welcome **Niklas Andreen** as Chief Traveller Experience Officer, effective Sep 2018. Based in London, Andreen will oversee the rebranding of the company's worldwide Traveller Services.

Frank Bauer will become Managing Director and Chief Financial Officer of **Eurowings** on 01 Sep. He is currently Head of the Corporate Internal Audit division at the Lufthansa Group.

Delta Sky Club reno

THE Delta Sky Club at Ronald Reagan Washington National Airport has reopened following a renovation and now features an additional 167m² of space.

The club stretches across a total of 836m² and includes a full-service bar, additional seating, an open seating plan to maximise views of the runway and a fresh menu.

European charters

EUROPEAN Waterways has announced a last-minute "Cruises for Everyone" promo offering 20% off whole-boat charter prices.

The deal applies to select departures this European summer and prices start from €22,000 (A\$34,635).

Turkish entertains

TURKISH Airlines has introduced a wireless in-flight entertainment system which will be initially offered on its 44 narrow body aircraft.

Passengers will be able to use their own devices to access over 250 films, 700 TV shows, 2,000 albums and 19,000 songs.

Backyard Tvl trail

BACKYARD Travel has introduced a new tour along the Kumano Kodo pilgrimage trail in Japan which is designed to showcase some of the country's most sacred historic sites.

The three-night Best of the Kumano Kodo Pilgrimage features a cruise down the Kumano-gawa River and visits Nachi Falls.

Sage kids teepee

SAGE Hotels has launched "Once Upon A Teepee" adventures, offering children glamping options.

Available these school holidays across Sage Hotels' five Australian locations, the experience includes glamping Teepees (**pictured**), take-home kids' robes, activity pack and kids' meals.

The packages start from \$129 per night.



HLO cheers on Volleyroos



HELLOWORLD Travel staff, agents and clients joined the crowds over the weekend to show their support for the Helloworld Travel Volleyroos in the final weekend of the 2018 FIVB Volleyball Nations League. Helloworld mascot "Hello-roo"

was also hopping about and encouraged the Aussies as they took on Poland, Argentina & Brazil at Hisense Arena in Melbourne.

Ian Clark, Aaron Eades and Joel Crocker from Helloworld Travel Limited are **pictured** enjoying the #HelloVolleyroos Photo Booth.

Expand your career horizons

Manager Corporate Sales

This is a great opportunity to join one of the world's fastest growing airlines. Based in Sydney, as Manager Corporate Sales you will enjoy a competitive salary, global travel concessions and other attractive benefits.

The successful candidate will be responsible for managing the TMC, corporate account and high-yield special segments portfolio nationwide. You will ensure achievement of the revenue sales target and develop strategies and initiatives in order to increase the corporate revenue share.

Educated to degree level in economics or business administration, MBA preferred, you will have extensive experience in the commercial aviation/travel management industry. Leadership and strong commercial ability to persuade and negotiate are required.

If you have the qualifications and experience visit emiratesgroupcareers.com for the full job specifications and apply quoting reference number 18000100. Applications close on 13 July, 2018.

Where could you be tomorrow?

KK Collection comes to Bris



A GROUP of MTA Travel members were treated to a lunch at Brisbane's Ovolo Inchcolm on Tue with KK Collection's founder and owner George Cooper.

Over lunch, Cooper updated agents on the two KK Collection properties - Kahanda Kanda and KK Beach - both near Sri Lanka's UNESCO listed Galle Fort.

He also detailed expansion plans for Kahanda Kanda, with two new suites set to open in Nov, ahead of Sri Lanka's peak season starting in Dec.

Pictured are: Kate Narracott, MTA Travel; Mario Stubbs, KK Collection; Kelly Campbell, MTA Travel; Doug Trenham, MTA Travel; Jonica Paramor, The Unique Tourism Collection; Sue

Basedow, MTA Travel; George Cooper, KK Collection; Wendy Allen, MTA Travel and Debbie Gray, MTA Travel.

Eurostar experience

HIGH-SPEED rail service Eurostar is offering customers who book an entire coach a dedicated on board experience hosted by an expert speaker.

Organisers can choose from themes in-keeping with Eurostar destinations, ranging from food and drink, to arts and culture.

Experiences include cheese tastings and tips from British cheese writer Patrick McGuigan.

The offering will be available for bookings from Sep.

Malaysia Airlines Back to Brisbane



WIN TICKETS TO KUALA LUMPUR WITH MALAYSIA AIRLINES

This month, **Travel Daily** together with Malaysia Airlines are giving agents the chance to win two tickets to Kuala Lumpur flying with Malaysia Airlines return from ADL/BNE/MEL/PER/SYD.

In celebration of the resumption of Malaysia Airlines new Brisbane to Kuala Lumpur flights commencing Wed June 6, you and a friend will fly Economy Class to KUL with Malaysia Airlines.

To win, have the most correct answers to the questions throughout the month, and the most creative response to the last question. Send your answers to mhcomp@traveldaily.com.au

Q18: MH connects Australia to how many SASC destinations via KUL?

(HINT)



Terms and conditions apply

Air France children

AIR France has added a range of new components to its children's program in order to keep travelling kids comfortable.

Two updated game kits for children aged three to eight have been added, offering children a colouring book, pencils, a magnetic photo frame, anti-stress ball and small collectible animals.

The airline has also introduced a new infants' "comfort kit" that includes a bib, cuddly toy, spoon, nappy and moisturising cream.

A dedicated connections area at Paris Charles de Gaulle terminal 2EL is also now available for children travelling solo.

New Design Hotels

HOTEL group Design Hotels has welcomed a selection of new hotels to its portfolio of 300-strong member properties around the world.

New additions include the Form Hotel Dubai, the first Design Hotels member to open in the United Arab Emirates; the Hotel Pacai in Lithuania; the Stamba Hotel in Tbilisi, the capital of Georgia; Le Collateral in Arles, France, and The Hide, located in the Swiss Alps.

The latest property additions follow the recent opening of Design Hotel's St George Hotel in Helsinki (**TD** 07 May).



CHRISTMAS IN LAPLAND

CHRISTMAS HAS COME EARLY SALE!

SAVE 15%!

Last rooms available 2018. Book and pay by 10 July. Save up to \$1,120 per couple!



Emirates
One&Only
WOLGAN VALLEY
Australia



CHRISTMAS IN JULY

Celebrate the very best of Yulefest during weekends in the month of July and experience a spectacular Winter Wonderland with crackling bonfires, delicious festive treats and a traditional Christmas feast.

Retreat to the Greater Blue Mountains this winter and enjoy an indulgent Christmas in July offer starting from \$2,175 per villa per evening for two. Magnificently secluded private villas each with their own shimmering pool, a Christmas-inspired degustation dinner and breathtaking beauty await. What's more, daily gourmet dining, selected beverages, cheese and wine tasting, Yuletide Bonfire, selected nature activities and complimentary in-villa snack bar are all included.

*Offer is subject to availability and valid for travel in July 2018. Travel dates must include stay over a Saturday evening in the month of July 2018. Minimum two-night stay and other terms and conditions apply.

reservations@oneandonlywolganvalley.com
+61 2 9199 1811
oneandonlywolganvalley.com



www.aaappointments.com.au



Want your career search handled confidentially? Call the experts!

BRING YOUR LOYALTY SKILLS

**SALES MANAGER – LOYALTY
MEL – \$120k PLUS PLUS**

We have a rare opportunity based in Melbourne working for a Global Meetings and Events company as a loyalty sales manager. You will have experience in B2B sales with loyalty experience, this is essential. Strong negotiation skills, well presented and strong communications skills are all key attributes we need in the successful applicant. You will be rewarded with a salary up to \$120k plus super plus commissions that could see you earning well over \$200k.

EDUCATIONAL ACCOUNT MANAGER

**ACCOUNT MANAGER/BDM
NSW – SALARY \$70K PLUS UNCAPPED COMMS**

This leading provider of educational tours for primary and secondary schools is on the lookout in Sydney. You will be responsible for managing a portfolio, building strong relationships & delivering presentations to increase & bring on new business. Strong salary + car allowance & uncapped commissions. Previous experience in a similar role required along with strong presentation, organisation & communication skills.

YIELD & MANAGE

**PRICE AND YIELD TACTICIAN
BRISBANE – UP TO \$82K PKG**

We have a fantastic rate opportunity to work in this Price & Yield team. You will be responsible for the price position of a range of destinations/suppliers, working closely within the team & key stakeholders on pricing strategies & maximising all revenue opportunities. Strong yield & revenue experience required along with ability to build relationships, interpret reports/data & strong communication, attention to detail & be able to work well within a team.

PASSIONATE ABOUT PRODUCT

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

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

PREMIUM BRAND

**BUSINESS DEVELOPMENT MANGER
SYDNEY STRONG BASE PLUS CAR AND BONUSES**

This premium product is on the lookout in Sydney for a highly motivated, experienced sales manager to assist growing their amazing brand and presence in the region.

You will have strong presenting skills, with sound negotiating skills, and have a strong business acumen. A strong package including a car and quarterly bonuses that are actually paid!! Families and the chance to work for one of the best in the industry.

ARE YOU CREATIVE

**MARKETING MANAGER
MELBOURNE – UP TO \$90k PLUS SUPER**

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

SALES GURU REQUIRED

**SALES MANAGER
PERTH – SALARY \$70-\$90K DOE**

A great new role exists for an experienced sales professional to sink their teeth into. As a Sales Manager you will grow business through existing accounts as well as identify, build a pipeline & convert new business opportunities. Strong base salary plus bonus on offer for the right candidate. Previous experience in travel or hospitality developing new business & managing a portfolio of accounts is essential along with high level presentation, negotiation & communications skills.

IT SALES

**BDM/AM- INDUSTRY SUPPLIER
SYD/MEL – UP TO \$120K PLUS BONUS PLUS SUPER**

We are looking for a talented business development manager who is ready for their next move, you would ideally come from an IT sales role or Corporate TMC and have a proven background in sales. This role will see you looking after 70/30 split sales and account management. Included in the package is a great base salary plus a strong bonus scheme and many other benefits. Please send your CV with a cover letter.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

NSW & ACT - 02 9231 2825 VIC, WA, SA & TAS - 03 9670 2577 QLD & NT - 07 3229 9600

FOR ALL THE BEST EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com.au