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HA plans for 787-9s

HAWAIIAN Airlines has inked a letter of intent with Boeing for 10 firm 787-9 Dreamliners along with the purchase rights for an extra 10 models of the same type.

The first delivery of the carbon-composite 787-9 is slated to join HA's fleet in Q1 2021.

The Honolulu-based carrier said it selected the 787-9 as part of a competitive bid process that also included the Airbus A330-900.

Hawaiian Airlines expects to finalise the purchase with Boeing in Q2 of this year.

Sabre, FCTG confirm deal

SABRE overnight finally confirmed one of the industry's longest-running open secrets - the rollout of the Sabre Red Workspace across the Flight Centre network in Australia & NZ.

First flagged more than two years ago in *travelBulletin*, the pact saw Flight Centre switch to Sabre from its long-running relationship with Travelport.

In an announcement last night FCTG md Graham Turner confirmed that the Sabre suite had been fully implemented.

More than 1,300 Flight Centre locations representing nearly 9,500 consultants are now using Sabre in Australia & NZ "resulting in a solid increase in conversions compared to the same time last year," the companies said.

Sabre has also been able to reduce the time required for initial training and onboarding of Flight Centre staff "in addition to providing a system designed to allow consultants to up-sell and cross-sell more effectively".

Turner said one of the company's key global strategies had been to increase productivity, with the agreement seeing Flight Centre Travel Group using the Sabre GDS as "one of its key platforms" to shop, book and manage travel content.

Last year he confirmed that the transition to the new system would "inevitably lead to some distraction and disruption for our people in-store while the upgrades are underway," with improvement expected during the Jan-Jun 2018 half year as the new systems are deployed, productivity starts to improve and "we start to grow our sales force".

In Flight Centre's recent half-year results announcement Turner confirmed the completion of the roll-out, with over 7,000 leisure agents migrated to Sabre over a five month period.

Today's issue of TD

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

- Consolidated/FJ promo
- Travel Trade Recruitment
- Malaysia Airlines



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Livn expands into Asia

TOUR and activities aggregator Livn has announced plans to boost its staff and expand into Asia and India as the business continues its rapid growth.

The Australian company has appointed former Uniglobe South Asia ceo Raja Natesan to head up a sales and marketing presence in India and is looking to make a similar appointment in South East Asia, based in Singapore.

Livn has also added to its sales, marketing and reservations teams in its Sydney headquarters, boosting staff by 50%.

They include Monna Sanner as business development director and Lia Geraissate as the company's marketing manager.

"After an initial focus on getting the technology right we are now moving strongly into the sales and marketing phase," said Livn chief executive officer Mark Rizzuto.

Livn had grown its distribution platform to now feature more than 30,000 products across 3,000 destinations and 196 countries, Rizzuto said, up from 22,000 products in Sep.

"We are on target to reach

45,000 products by Jun," he said.

"With the new team members and momentum we have, Livn is well-placed to capitalise on the enormous opportunities that exist in the tours and activities space."

Livn sources tours and activities via an API feed, making them available in an instantly bookable form to the trade.

"It's extremely efficient, getting travel agents off the phone to wholesalers and operators, creating the same centralised efficiencies as the GDS have traditionally provided in air, car and hotel," Rizzuto said.

FJ agent incentive

CONSOLIDATED Travel has partnered with Fiji Airways to offer agents 5% commission on all tickets issued during the month of Mar for departures in Apr.

There's also a \$30 voucher for every return Economy class ticket issued and a \$50 voucher for every return Business class ticket.

The promotion applies to tickets issued by Consolidated Travel or Quikticket on FJ international itineraries ex Australia - see **p10**.

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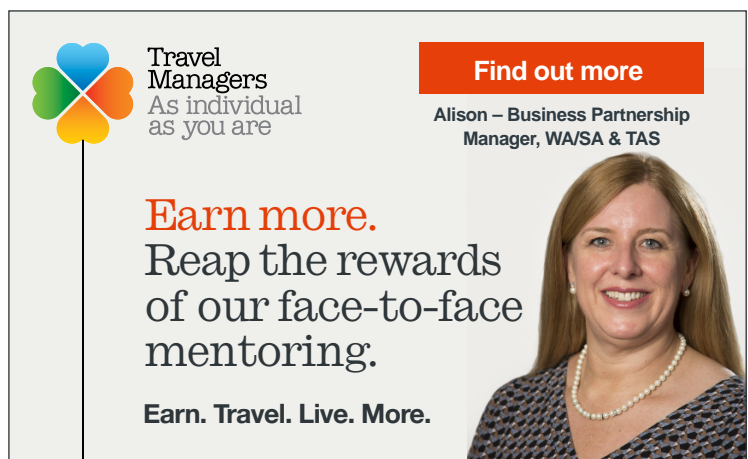
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WINDSTAR CRUISES

Viking ocean expansion

VIKING has stepped up its expansion in the ocean cruising arena, signing a deal for the construction of up to six new ships for delivery by 2027.

The agreement, with Italy's Fincantieri ship builders, brings the company's total ocean ship orders and options to 16, the highest level held by a shipyard for a single operator.

The new order will see ships delivered each year between 2024 and 2027, "subject to specific conditions".

It comes ahead of tomorrow's

naming ceremony in Shanghai for Viking's fourth ocean ship, *Viking Sun*, which is currently sailing a sold-out world cruise from Miami to London.

"When we launched our first ocean ship in 2015, we set out to reinvent ocean cruising," said Viking chairman Torstein Hagen.

"We focus on the destination, and we do not cram our ships with gimmicks and waterslides.

"In our first two years of operation, we have been named the number one ocean cruise line, and this new order speaks to the positive response we have received from our guests and the industry," he said.

Details of the new ships have not been revealed, however the line's existing fleet involves identical sister ships of 47,800 tons, with 465 all-veranda rooms & capacity for 930 guests.

Viking Orion will join the fleet in Jun, with *Viking Jupiter* due 2019.

Evergreen Croatia

EVERGREEN Cruises & Tours has announced a new yacht cruise itinerary along Croatia's Dalmatian coast as part of its 2019 Europe preview program.

The company becomes the latest to capitalise on the surging popularity of Croatia, offering an eight-day Islands of Dalmatia cruise between the north-west town of Trogir and Dubrovnik.

It will be operated by sister company Emerald Waterways on the newly commissioned 18-cabin yacht *MV Adriatic Princess II*.

The ship will carry up to 36 guests and features a salon-restaurant and bar, an outdoor lounge area and a roof-top sun deck with sun beds.

Departures will be offered between Apr and Oct 2019 and will be scheduled to combine with Evergreen's European land tours and river cruises.

More details will be announced with the release of the full 2019 program later this year.



Window Seat

THE man who put the Ben in Ben & Jerry's ice-cream has been arrested in the US for disorderly conduct after subjecting a Vermont city to the piercing sound of jet engines.

Ben Cohen, who co-founded Ben & Jerry's in 1978, was protesting plans by the national guard to base a fleet of F-35 jet fighters in the state.

Cohen was allegedly among protesters who drove a truck through the city of Burlington, towing a trailer fitted with speakers that blared out the sound of aircraft engines.

Local TV station WCAX reported that multiple residents and businesses had complained, but Cohen said it was a taste of things to come once jets fly through "day in, day out".

Jewel makeover

P&O Cruises' Pacific Jewel has commenced a 10-day makeover at Sydney's Garden Island which will see the 70,310-tonne vessel fitted out with refreshed features and furnishings, along with P&O's signature decal on its bow, the Southern Cross livery.

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TravelManagers results

TRAVELMANAGERS achieved record sales in 2017, with a new high in monthly sales and a 9% growth year-on-year.

Chief operating officer Grant Campbell said "in all areas of the business, we are thrilled with the successes of 2017".

He credited the achievements of the network's more than 500 personal travel managers (PTMs).

"Our PTMs already represent an incredible wealth of knowledge and experience when it comes to selling travel, but all are strongly focused on further improvement," Campbell said.

During 2017, PTMs took part in more than 300 webinars and close to 300 famils.

The group's annual conference which was held in Darwin was also pinpointed as one of the great successes of the year, with a total of 394 attendees marking a new record for the company.

During 2017 Travelmanagers rolled out a streamlined system for distributing daily supplier initiatives and updates, centrally-produced e-newsletters and achieved an increase in Facebook followers of almost 18%."

"With more major enhancements and innovations planned for 2018, we can only wait to see what successes this year will bring," Campbell said.

Ponant signs two

PONANT has ordered two more Ponant Explorer vessels, to be delivered in the first and second quarters of 2020.

The additions will be called *Le Bellot* and *Le Surville* and bring the line's fleet to 12 ships.

To be built by Vard, part of Fincantieri Group, the vessels will have 92 staterooms and suites, each with a balcony, and will comply with the international CLEANSHIP label.

Armenia visa-free

ARMENIA'S government has issued a draft decision to allow visitors from Australia, New Zealand, Singapore and South Korea to visit Armenia without a visa, *Armenpress* has reported.

The decision would allow these visitors to stay for a maximum of 180 days within a year.

The government said the move would contribute to boosting tourism and open up avenues for bilateral cooperation.

Ethiopia workshops

THE Ethiopian Tourism Organisation has rescheduled its Ethiopian workshops which were planned for earlier this year but cancelled due to "unforeseen circumstances" (*TD* 30 Jan).

Held in partnership with Africareps, the presentations will be in Melbourne on 11 Apr and Sydney on 13 Apr.

RSVP by 15 Mar by emailing debbie@aficareps.com.

SkyTeam rebooking

SKYTEAM has launched a new platform called SkyTeam Rebooking which is designed to reduce inconvenience to customers caused by flight delays, cancellations, and diversions.

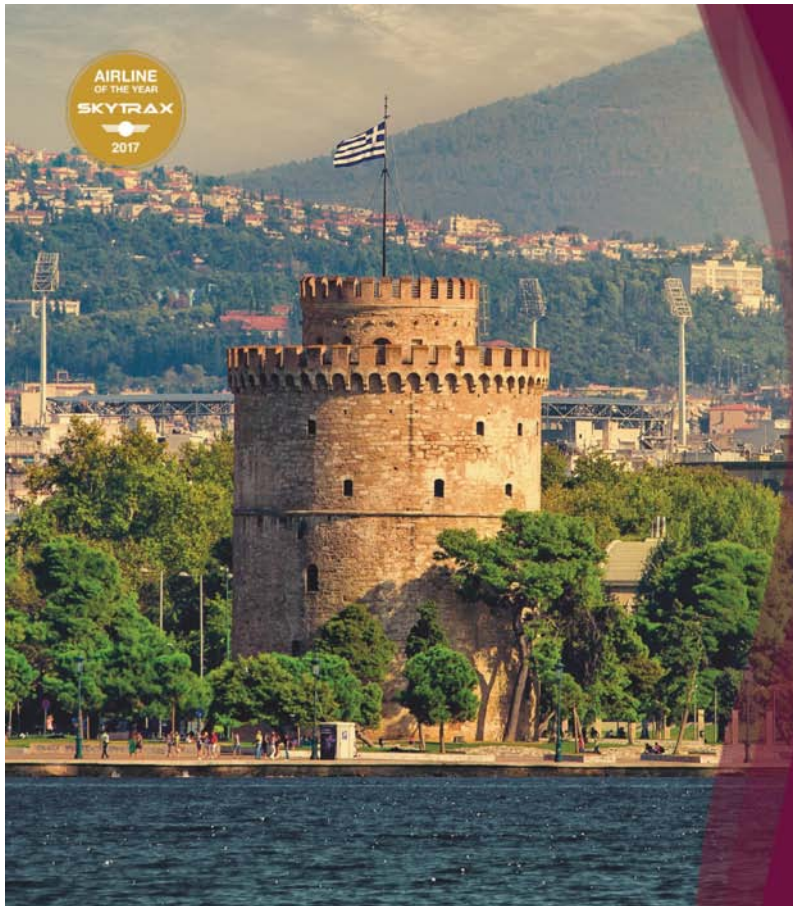
Once the platform is fully implemented, it will allow agents of SkyTeam's 20 airlines to access reservations and rebook customers onto another member's flight using their own reservation platform.

It is initially available at 43 airports and will be rolled out across the alliance's network over coming months.

SkyTeam Rebooking is now available in 21 countries across Europe, the Middle East, Africa, Asia and Latin America.

The second phase of the rollout is due for completion in late 2018 and will cover the US and Canada.

SkyTeam Rebooking has been in development for five years and aims to overcome the complexity of connecting different systems.



Immerse yourself in Thessaloniki

Journey to Greece's second largest city and find yourself surrounded by history shaped beauty and splendour. A destination famous for its preserved monuments such as the iconic White Tower, colourful museums, and architectural attractions, Thessaloniki is as magnificent as its legendary past.

Take a long relaxing walk and indulge in Thessaloniki's cafe-lined waterfront and fabulous historic structures such as the magnificent Byzantine walls, or absorb the Mediterranean culture and explore the city's picturesque sandy beaches.

Flights starting 27 March 2018.

qatarairways.com



GOING PLACES TOGETHER

Taronga sues zoo

TARONGA Zoo Sydney has taken legal action against the operators of a proposed second zoo in the city called Sydney Zoo (**TD** 14 Sep), claiming the second animal park has chosen a misleading name.

Papers lodged with the Federal Court by Taronga Zoo stipulate the name should be blocked from use because tourists and visitors may mistake its attraction on the lower north shore for the new park located near the Western Sydney suburb of Blacktown.

Taronga said its park was “long-established and well-known” and “located in central Sydney”.

Plans for the \$36m cage-free Sydney Zoo in the Western Sydney Parklands at Bungarribee received final planning approval back in Sep.

Curio into Iceland

THE Reykjavik Konsulat Hotel, Curio Collection by Hilton has opened its doors in Iceland’s capital, joining Hilton’s global portfolio of 50 upscale properties.

The 50-room hotel boasts Icelandic architecture, native baths and healthy local cuisine.

New BUSA board

THE US Secretary of Commerce has named two new members and reappointed one existing member to the Brand USA board.

Chairman of AmericanTours International Noel Irwin Hentschel is a new appointee and will represent the travel distribution services sector, while the co-founder of CityPASS Mike Gallagher is the other new face championing the SME space.

John Edman, director at Explore Minnesota Tourism, has been reappointed to the board where he will represent the state tourism office sector.

The Brand USA board will next convene on 02 May.

Puffing Billy crash

THE Dandenong Ranges’ Puffing Billy train in Victoria collided with a tourist bus yesterday, forcing the heritage railway to suspend operations for the rest of the day.

No serious injuries were sustained by those onboard the locomotive when the accident occurred, with the rail operator confident the iconic Puffing Billy will power full steam ahead and be back on track today.

Felix by 8Hotels shows persona



THE new 150-room Felix by 8Hotels located at Sydney Airport was welcomed to the market in style last week (**TD** Thu), seeing media flown by private jet over the city before enjoying some cocktails back at the hotel.

Group operations manager of 8Hotels, Michael Smith, told **TD** the event was “a huge success” and was a great forum to launch the hotel & let travellers know its point-of-difference in the market.

“We are not trying to be quirky, different...we are just trying to build a hotel that people would find interesting and has a bit of personality,” he said.

“Quirky is QT’s domain, we just want to be interesting,” he added.

The hotel features a “high-flying” theme throughout, with rooms categorised as either Economy, Business or First class,

as well as two meeting spaces called Boeing and Airbus.

“We added all these airline elements and we thought it was weird that airport hotels really shy away from that,” Smith said.

Another interesting feature is Felix by 8Hotels’ partnership with Fly Airly, allowing bespoke travel for its guests who need to travel quickly on demand.

They are “the Uber of the skies” Smith believes, “this is definitely a growing part of the business... and we went with Fly Airly because we can book a jet with them within 20 mins,” he said.

“We were really surprised with how economical it is to fly for example, Mel to Syd, we can book the conference room, the food & the rooms all in one package.”

Pictured: The First class suite at Felix Hotel Sydney Airport.

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TX tax-less shopping

TEXAN companies TaxFree Shopping and Terranea Inbound Travel have forged a partnership to benefit travellers coming to the state and taking advantage of its sales tax refund service.

Under a new deal, Terranea Inbound Travel will serve as the operator in Texas for TaxFree Shopping's travel groups and international visitors.

TaxFree Shopping has 16 refund centres in six Texas cities, including Dallas, Houston, Mills, Grapevine and Grand Prairie, along with outlets at Dallas/Fort Worth and Houston George Bush international airports.

Terranea provides the groups and visitors of international travel agencies and operators with a range of accommodation options, such as luxury hotels and resorts, dining and shopping based on a tailor-made itinerary.

More at www.taxfreetexas.com.

Women expeditions

LIMITED edition women-only expeditions in Morocco, Iran and Jordan have been announced by Intrepid Travel, coinciding with Int'l Women's Day tomorrow.

Guided by female tour leaders, the itineraries are designed to "break the barriers of traditional tourism in these locales, offering a deeper understanding of female culture in each Middle Eastern nation," Intrepid said.

"The trips will expose female travellers to a range of fascinating local women - young, old, religious, conservative, rural, modern & liberal - while respecting traditional cultural values," the adventure travel company said.

Intrepid also reaffirmed its vow to women's equality beyond the new tours, saying "it is committed to diversity and inclusion at all levels of its business", with the goal of doubling its number of female tour leaders by 2020.

QUEST Apartment Hotels has finalised a long-term strategic partnership with Deliveroo to establish Australia's first "on-demand room service".

Initially rolled out in 12 Quest sites in Sydney, Brisbane, Perth, Melbourne, Adelaide, Geelong and Canberra, the plan is to offer the service across all Quest properties - where Deliveroo operates - by the end of the year.

The move eliminates the need for Quest to provide in-house dining of its own but instead maintain its corporate focus.

Quest guests will be able to order from Deliveroo's in-room menus through guests services, which is then charged back to their final bill on checkout.

"This is another innovation that keeps our well established brand up with the demands of the modern business traveller," Quest cco Craig Ryan said.

Deliveroo country manager Levi Aron said making food delivery service to a hotel group without an in-house restaurant was a "major value-add" for guests.

"We're excited to become the strategic food delivery partner with such a well-established player in the hotel-apartment sector and introduce greater local restaurants to tourists and business travellers alike."

Aron said customers enjoyed

at-home delivery, so expansion to a hotel room was a great way to broaden Deliveroo's reach.

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Quadruple comm

RAIL Plus is offering generous sales incentives to agents on Japan Rail Plus bookings, quadrupling commissions.

The rate will increase from 1.5% to 6% for agents until 29 Mar and mark the highest rates in the Australian market.

There are eight types of Japan Rail Passes available to the market with all option able to be booked three months in advance.

Sri Lanka unrest

THE Department of Foreign Affairs and Trade is advising Australian travellers in Sri Lanka to avoid protests and large public gatherings in light of the Sri Lankan Govt recently declaring a State of Emergency for 10 days in response to incidents of communal unrest.

MEANWHILE, AirAsia says its flights to SL are unchanged but it is monitoring the situation closely.

McEvoy buys shares

FORMER Tourism Australia managing director and current SeaLink Travel Group director Andrew McEvoy has purchased a further 5,229 ordinary shares in SeaLink, bringing his total take in the travel company to 19,579.

SeaLink shares are currently valued at \$3.80.

Hackett appointed

AUDIOVISUAL service provider for the events industry, AVPartners, has named Andrew Hackett as managing partner.

ET Heathrow boost

ETHIOPIAN Airlines has announced plans to add three weekly flights to and from London's Heathrow Airport from 02 Jun through to 27 Oct.

When mobilised, ET will bring the number of flights on the route to 10 per week.

Google hotel clicks

SOFTWARE company TravelClick has expanded its relationship with Google to further enhance its offerings targeting small and mid-sized hotel chains.

The company now has Google Premier Partner Status, meaning it can now offer its clients access to Google beta products, elite account support and performance review.

"Our combined efforts provide a platform for hoteliers to be able to reach the 60% of travellers who use Google when they begin to search for travel accommodations and then leverage TravelClick to convert those searches into bookings," said Curtis Brewer, senior vice president of reservations and website solutions at TravelClick.

Grandiosa bookings

MSC Cruises has announced sales are now open for members of the MSC Voyagers Club for trips on board its new mega-ship *MSC Grandiosa*.

General passenger sales will open to the public on 20 Mar.

Grandiosa's inaugural cruise sails from Genoa on 16 Nov '19.

G9 mulls jet order

AIR Arabia (G9) has revealed plans to buy another 100 aircraft - either A320s or Boeing 737s.

The discount carrier is still mulling the details but its ceo Adel Ali recently told *Arabian Business News* that the figure was "probably the right number".

Air Arabia needs the additional jets to open up new routes.

Ritz Ras Al Khaimah

THE Ritz-Carlton Ras Al Khaimah, Al Hamra Beach in the UAE has opened its doors, marking the fifth luxury property in the country for the company.

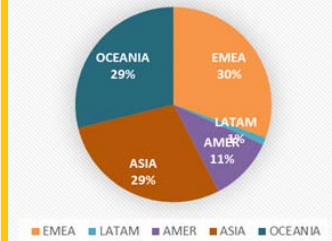
The hotel boasts 32 villas and features scenic views of the Arabian Gulf, a seaside spa facility and two fitness centres.



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Expedia TAAP Destinations FEB 18



Expedia TAAP announced a record breaking month in Feb. Expedia TAAP agents AU booked a massive 1,118 different destinations, across 139 Countries. The Disneyland half price, 4 days for the price of 2, promotion is entering its last days and we have sensational prices to Fiji for the next couple of weeks. Package Rates are continuing to draw a lot of attention with a growing proportion of the bookings.

The top ten destinations booked through Feb 18 were Sydney, Melbourne, Brisbane, Singapore, London, Hong Kong, Bali, Perth, Auckland and Gold Coast. Rome, Paris and New York were just outside the top 10.

Italy, Greece, France and Croatia are pushing the growth in Europe. Hong Kong and Vietnam leading the growth rates for Asia. Regionally destinations were evenly spread with EMEA at 30%, OCEANIA and Asia even at 29%. North America 11% of the transaction mix with strong growth in Canada.

Some of the out of the way destinations included Yiwu China, Yerevan Armenia, Tbilisi Georgia, Rajkot India and Loveland CO.

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Peugeot leasing rebound



DRIVEAWAY Holidays has reported a positive start to 2018 for France with self-drive numbers on the increase.

Incidents in France over recent years may have deterred the Aussie traveller, however its long-term appeal is slowly luring Australians back, the firm said.

"We are finally seeing a turnaround for France," managing director of DriveAway Holidays Chris Hamill said.

"The French market has been

tough, however the airfares on offer, the ground content on offer and the beauty of France that we all love is finally shining through."

Hamill said the resurgence for DriveAway was being led by sales in the Peugeot leasing program, offering an earlybird of up to 10 free days, 50% off delivery and return fees outside of France and free loyalty days - on sale until 23 Mar for collections to 31 Dec.

DriveAway recently hosted Peugeot Open Europe's marketing manager Christophe Spitalier from Paris who was down under to meet the local team and some of the company's key distribution partners in this market.

"We have enjoyed a long partnership with Peugeot and look forward to many successful years ahead," Hamill added.

Spitalier is pictured above (left) with Flight Centre Travel Group Team Leader Josh Burgess at Flight Centre Blues Point.

QR UnionPay boost

PASSENGERS booking with Qatar Airways in Brazil, Canada, India, Kuwait, Oman and South Africa will be able to pay for their flights with UnionPay under an expanded agreement.

The new deal between QR and UnionPay International adds 31 countries and regions to its existing relationship.



Accommodation Updates

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



A four-month redesign of **The Peninsula Beverly Hills'** 195 guest rooms has been completed. Rooms, suites and villas now feature three new colour palettes, floral-patterned drapery and bright accent pillows and new furnishings. Each room also contains interactive digital bedside tablets.



The Ritz-Carlton, Bali, has found a way to keep camp-loving kids happy without making their parents skip on luxury by introducing the Ritz Kids Night Safari experience. The offering sees the Ritz Kids counsellor set up after the in-room tent filled with "all things that will keep the little ones entertained for hours".



Courtyard New Orleans Downtown Near the French Quarter has completed its US\$3.2 million renovation and now features refreshed rooms. Guest quarters have a new colour scheme, vinyl flooring, flat-panel TVs, free wi-fi, coffee makers and luxury bedding. The hotel's restaurant, The Bistro, has also been updated and the lobby and hallway has new carpet and wallpaper. The meeting room has been remodelled and features custom catering options and AV equipment.

Euro hotel resilience

THE highest-ever annual hotel occupancy, average daily rate (ADR) and revenue per available room (RevPAR) in Europe were achieved by hoteliers in 2017, according to data from STR.

Occupancy levels were up 2.4% in 2017 to 71.9% compared to the year prior, ADR rose 3.1% to €110.51 and RevPAR increased 5.6% to €79.46.

STR's md Robin Rossmann said Europe had witnessed substantial growth in tourism and corporate business and "remained resilient in the face of several terror attacks, with increasingly shorter turnaround periods needed for performance recovery."

The accom data collector has tipped RevPAR in 2018 to exceed growth of 5% year over year.

Rezdy US growth

REZDY has opened a second US office, based in Raleigh, North Carolina, in a move to support its expanding US and Northern Hemisphere customer base.

The expansion was fuelled by an interim round of fund raising, with the company planning a larger equity round later in 2018.

SE Asia earlybird

SCENIC is reminding agents its 2018 or 2019 South East Asia River Cruise earlybird offers end 31 Mar.

Deals include return Economy flights for any journeys to Indochina of 13 days or longer and Myanmar of 14 days or longer - a saving of up to \$2,810 per couple.

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Eden to exit P&O

PACIFIC Eden will exit the fleet of P&O Cruises Australia in Apr 2019, the company revealed this morning, in preparation for the arrival of *Golden Princess* to its stable in 2020.

Formerly Holland America Line's *Statendam* before her rebirth in Nov 2015 as *Pacific Eden*, the ship was one of the first vessels to be transformed to reflect P&O's modern Australian look and feel.

"While we are always sad to farewell ships, this is an exciting step forward for the brand and consistent with our comments over the past six months that the P&O Cruises Australia fleet was ready to be refreshed over time," said Carnival Australia president Sture Myrmell.

Eden's final voyage under the P&O Cruises Australia moniker will sail on 16 Mar before it is transferred to its new, yet-to-be formally announced, operator in early Apr next year.

Alternative arrangements will be offered to guests booked on *Eden* beyond Apr.

NZ operator fined

NEW Zealand South Island based tour company, Alps Travel, has been ordered to pay NZ\$75,000 in penalties and more than NZ\$35,000 in arrears after it was found to be in breach of employment law.

The company paid employees a daily rate, regardless of how many hours they worked, failed to keep accurate time, wage, holiday or leave records and made unlawful deductions for things like bus damage or negative customer feedback.

Maria Is Walk deal

IN CELEBRATION of its 15th year of operating guided walks and experiences, along with its recent Australian Tourism Awards win for best tour and transport operator, Tasmania's Maria Island Walk is offering a 30% discount.

The reduced price applies to departures between now and 30 Apr, along with the 'Winter Escapes' season from Jun to Aug.

Bookings need to be made by 31 May - phone (03) 6234 2999.

New Hahn benefits

HAHN Air has launched additional benefits for registered travel agents, including VIP flights aboard Hahn Air's aircraft and discounts on courses provided by the Hahn Air Business School.

Travel agents from over 190 markets who register on Hahn Air's corporate website can take advantage of a VIP journey from Dusseldorf to Luxembourg aboard one of Hahn Air Lines bizjet aircraft at 50% off the official Product Experience Programme (PEP) rate.

"The travel agent community is the reason for our business and we are constantly trying to create new and exciting ways to foster even stronger relationships between us," said Kimberley Long, vice president of sales and agency distribution.

CLICK HERE for more.

AB creditors sue EY

CREDITORS of the bankrupt Air Berlin are reportedly set to sue former parent company Etihad Airways for damages following its decision to withdraw funding mid-last year (**TD** 16 Aug) which ultimately saw the German carrier enter into administration.

According to *Reuters'* sources "close to the matter", creditors have asked the administrator to find a company to finance the planned litigation against Etihad Airways which could potentially reach more than €1 billion.

The Abu Dhabi-based carrier owned 29% of Air Berlin and had provided financial support for the troubled carrier since early 2012.

EY pulled funding of AB because the business had "deteriorated at an unprecedented pace".

Air Berlin and the administrator would not provide comment.



WIN YOUR DREAM EUROPEAN HOLIDAY

This month, **Travel Daily** together with Lufthansa Group and Singapore Airlines, are giving agents the chance to win a holiday to Europe.

You and a friend will fly Economy Class to Singapore with Singapore Airlines and then onto Europe with a Lufthansa Group carrier (Lufthansa / Swiss International Air Lines / Austrian 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 lufthansa@traveldaily.com.au

Q5. Which Joint Venture airlines operate between Singapore and Zurich?

Terms and conditions apply



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DOUBLE DIP

Earn
5% Commission + Vouchers



Consolidated Travel & Fiji Airways are giving 5% commission on all tickets issued
between **1 - 31 March 2018**
for any departures between **1 - 30 April 2018**

PLUS vouchers to be won!

- **\$30** voucher for every return Economy class ticket issued
- **\$50** voucher for every return Business class ticket issued

CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quikkticket between 1 - 31 March 2018 on FJ International Itineraries ex Australia plated on FJ (260) ticket stock on the Consolidated Travel IATA only. Domestic & Trans-Tasman, Child, Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Tickets must be issued ex Australia to Fiji Airways network destinations. The prizes are open to all full time international selling agents only. Consolidated Travel & Fiji Airways reserve the right to alter or cancel the promotion any time. Vouchers are capped and all claims must be emailed to promotions@consolidatedtravel.com.au by 5th April 2018. It is a condition of accepting the prize that: the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. All prizes include GST where applicable and taxes are included in the price of the ticket and land content. Consolidated Travel Group ABN 60 004 692 791. Date of issue 2 March 2017.



Working in partnership with the Australian Travel Industry

Team Leader, 4 Days a week

North West Sydney, Great Lifestyle + Rewards, Ref: 1565AJ1

A rare opportunity has just opened in the North Western suburbs for an experienced Team Leader to join and lead a great team in a busy environment. A healthy Work-Life balance is paramount and you can therefore look forward to enjoying 3 days off a week in addition to a friendly work environment. The store is in an ideal location with plenty of foot traffic leading to the potential to exceed targets and reap the associated benefits of doing so. Marketing experience is also highly favoured.

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

Business Development Mgr. | Luxury Travel

Sydney, to \$75k + Bonus + Super, Ref: 3229PE1

This luxury travel brand provides their distinguished guests with bespoke & one-of-a-kind experiences across the globe. They are currently looking for an experience BDM with a passion for excellence & commitment to succeed to join them. As a Sales Manager for this award winning brand you will be responsible for accelerating growth within your designated territory by generating new business & retaining current relationships. If this position suits your skills & experience, we want to talk to you!

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

Luxury Product Assistant

Brisbane, \$40-45k Package + Travel Perks, Ref: 2060AW1

Are you working in the luxury travel market? Enjoy working with luxury product? Pride yourself in exceptional attention to detail? Joining this new and exciting company; you will have a wealth of administration skills and high attention to detail. And in return you can enjoy a 5 day week and the opportunity to be a part of a new and exciting team! Working closely with the Head of Destinations, you will provide research, planning and administration support. Product experts – apply now!

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

Team Leader – Corporate Travel

Melbourne, Circa \$80k, Ref: 3271HC1

With a national presence, a focus on expansion and career progression for its staff, it's no wonder this corporate travel company are looking for a pro-active and experienced corporate travel professional to join them. They are currently looking for a Corporate Travel Team Manager to manage a team of corporate travel consultants in their Melbourne office. You will be required to manage a team of multi skilled travel consultants; to motivate, mentor and support them in their daily duties.

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

Monday - Friday Travel Consultant

Sydney, \$60k + Super, Ref: 3289SO2

If you are a travel consultant who would love their weekends back – this is the role. Working from lovely offices to book high-end leisure travel and cruises, you will have GDS experience and will be known for your exceptional customer service. This is a great opportunity to join a successful travel business and become an integral of this friendly team. Strong cruise knowledge would be an asset as well as fare and ticketing knowledge. For an immediate interview contact me.

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

Online Travel Consultant

Gold Coast, Very Competitive Salary, Ref: 1238CGA1

Do you love sales but want to step away from a retail environment? Here is the perfect opportunity. You will answer all incoming enquiries from customers in an office environment. The company prides themselves in having solid repeat and referral business including VIP clientele. Customer service and sale skills is key to succeed within this position. The ideal candidate will have travel industry experience as a Travel Consultant (minimum 9 months) and have good GDS knowledge.

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

Inside Sales & Reservations Manager

Melbourne, \$Competitive + Bonus, Ref: 3164HC2

Our client is looking for an exceptionally driven and motivated Reservations Manager to be a part of this fast pace & growing business within the Travel & Tourism industry! Where no 2 days are the same, your role will be to come in & assess the sales side of the business by providing feedback & implementing new changes on how to increase revenue. You will motivate the team by providing additional sales training & to ensure all KPI's are met. Monday – Friday working hours.

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

Corporate Travel Consultant

Adelaide, \$Competitive, Ref: 2945HC1

Looking to work for a fantastic TMC with an amazing salary and career progression? This is a great career path for you! Have you got previous Corporate Travel or strong retail experience? Do you have solid fare knowledge and use of a GDS and want to work for a reputable Corporate Travel company? This Adelaide based TMC is seeking an experienced corporate travel consultant. This is a varied and exciting role with a fantastic client. If you are driven by success, this a great step for your career!

For more information please call Hannah on (08) 6365 4313 or click [APPLY](#) now.



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Malaysia Airlines has a long and proud history of taking Malaysian Hospitality to the world. We are an airline that is passionate about our customers and trade partners, putting them at the forefront of everything we do. To support our future growth, we are seeking individuals with passion, commitment to excellence, ambition and a drive to succeed.

The role of the National & Industry Account Managers is to focus on growing and developing existing customer portfolios while also generating new business. In both roles, you are responsible for profitability as well as reaching defined sales targets, maximizing account revenue and negotiating and maintaining contractual agreements with MH trade partners. The ideal candidates should demonstrate an entrepreneurial mind-set to constantly seek new ways to develop revenue through partnership and identify new market opportunities.

National Account Managers (SYD x 3 / AKL x 1)

Key Responsibilities:

- Plan, implement, monitor and assume responsibility for all necessary measures that secure the success of MH business arrangements in an assigned portfolio
- Be involved in strategic account planning to generate revenue and market-share growth and opportunities to meet profitability targets
- Understand market trends and identify new business potential for MH Group (Malaysia Airlines, MASwings & Firefly)
- Build trusted, strategic relationships within your portfolio, develop a thorough understanding of their business challenges and add value to our trade partners' business by proposing the optimal MH commercial solution
- Measure level of satisfaction with MH current products and services to provide feedback to the production units, together with suggesting solutions for improvement of the product or pricing offering

Industry Account Manager (BNE x 1)

Key Responsibilities:

- Increase MH revenue and market share as defined in the business plans of each of our national accounts in your nominated territory
- Gather and analyse internal and external information in order to provide reliable reporting to the Australia & New Zealand leadership team
- Coordinates and follows up on sales programs, strategy and initiative with a result analysis after implementation
- Targets accounts based on potential, likely profitability and probability of success and prioritize time on the opportunities to maximize results

Your profile:

- Relevant degree in the civil aviation field, marketing or business administration
- Minimum 3 years (IAM) or 5 years (NAM) experience in airline Sales and/or Key Account Management
- Strong business development and account management skills, with corporate experience being highly desirable
- Entrepreneurial / commercial mind-set using innovative and creative approaches to optimize solutions
- High level of self-motivation, problem solving and interpersonal skills
- Well-developed time management, decision-making, presentation and organizational skills
- Willing to travel both domestically and internationally as and when required

Applications Close at 6pm, Sunday 11 March 2018. If you wish to apply send your CV with a covering letter to mark.mulville@malaysiaairlines.com.

Malaysia Airlines thanks all applicants, however, only those qualified will be screened and only those selected for an interview will be contacted.