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Travel Daily

on location in
Macao

Today's issue of **TD** is coming to you from Macao, courtesy of Express Travel Group which is hosting its Select Conference.

OVER 160 travel agents and suppliers arrived in Macao yesterday for the start of the 2018 Select Travel Group conference, with the newly opened US\$3.4 billion MGM Cotai Hotel providing the stunning setting for the event.

Today attendees will be updated on the performance of the Select group, along with an update from AFTA and several addresses from major sponsors.

Next, guests will get to know Macao on a highlights tour before settling in for a welcome function at the Sofitel Macau.

More from the conference on **page four**.

Dubai closing AU/NZ office

EXCLUSIVE

THE Dubai Department of Tourism and Commerce Marketing will no longer have a local presence from Aug this year, with the organisation's head office deciding to instead manage operations from Dubai.

The shock move was confirmed overnight, with a spokesperson saying the change is being made "in order to consolidate Dubai Tourism's position across key international markets".

The Australian market has been a key driver of long-haul visitation, overnight stays and visitor spending for Dubai, and

the importance of the market has seen Dubai Tourism with a local presence for about 18 years - first with Peter Gisborne and more recently with Julie King and Associates, which took over the representation almost eight years ago (**TD** 20 Jul 2010).

Australasian visitation to Dubai has soared from 29,800 in 2000 to just under 340,000 last year, while Dubai Tourism in Australasia has also played a key part in driving awareness of the Qantas/Emirates partnership.

A formal statement from Dubai received this morning said running the Australian/NZ operations from its global headquarters "aims at deepening the direct long-term alliances with key partners in the region including airlines and trade, forging strategic collaborations in line with the longstanding commitment to, and confidence in, the potential of both markets".

Today's issue of TD

Travel Daily today has 10 pages of news, including a photo page for **Helloworld** plus full pages from:

- American Queen Steamboat
- AA Appointments jobs

AQSC gets festive

AMERICAN Queen Steamboat Company is highlighting special savings on its festive holiday voyages in 2018.

Savings include up to US\$1,600 per stateroom on a New Orleans to Memphis itinerary, priced from US\$2,978ppts and up to US\$1,400 on a Nashville to Memphis cruise.

For more information, head to **page 11** of today's edition.

Wolgan approved for more choppers

EMIRATES Wolgan Valley Resort will be able to operate up to 14 weekly helicopter guest transfers, and 28 for specific events, under a new development application which has this month been approved by the NSW Govt.

The increase from the previous limit of four weekly is being permitted with the relocation of the existing helipad to a new spot which is further away from neighbouring residences.



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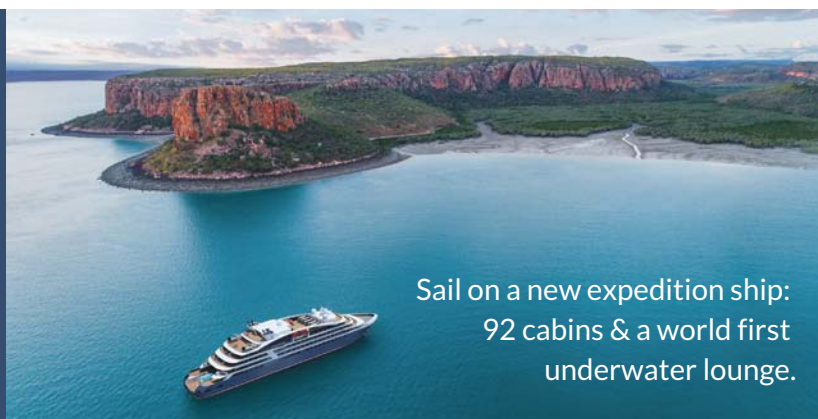


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FCTG seeks land system

EXCLUSIVE

FLIGHT Centre Travel Group is set to further revamp its technology platforms, announcing its intention to seek tenders for a new land product management and booking engine system.

The tender will be overseen by the company's Brisbane-based land procurement division, with the aim of consolidating some of the existing platforms currently used across the business.

The move continues Flight Centre's tech evolution, which last year saw the company switch its air GDS operations in Australia to Sabre from Travelport and retrain thousands of staff on the new system (TD 11 Apr 2017).

Jason Hartley, general manager of FLT's Global Procurement Network, said "we currently use a range of platforms, including Calypso, Switchfly, Traveltek, Sabre, Amadeus and Softvoyage, to deliver FIT land and unique package content to our global network of shops, websites and external clients.

"Through this tender process, our aim is to deliver a global

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land booking and management solution aligned to the company's strategic objectives of enhancing in-store productivity and making it easier for consultants and customers to transact and interact," Hartley said.

He said that existing vendors have been invited to participate in the tender process which is being conducted under the code name 'Project Copernicus'.

Technology suppliers wanting to find out more can contact the team with any enquiries on project_copernicus@flightcentre.com.au.

QF gets some zen

QANTAS is expanding its inflight entertainment offering with the addition of its first meditation video series.

QF's IFE also now includes content from Apple Music and Audible as well as more partner content from Stan to give pax free access to more TV shows, movies, songs and audio books both in the air and on the ground.

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Melamet promoted

NOLA Melamet has been appointed as marketing manager - retail & trade for P&O Cruises Australia - a promotion from her former role as retail marketing specialist with the cruise line. Prior to joining P&O last Sep she was a Travel Corporation staffer, most recently with Uniworld Boutique River Cruise Collection. More appointments on **page 8**.

New Huka reps

THE Mint Partners has been appointed as the new marketing, social media and communications agency for The Huka Retreats. Mint will oversee the group's comms needs for Huka Lodge, NZ, Dolphin Island, Fiji and Grande Provence Estate in South Africa, taking over from Jane Corbett-Jones who has represented Huka since 2010. Other Mint Partners clients include Peninsula Hotels, IWC Watches & Bollinger champagne.

Bali arrivals bounce back

BALI has released positive tourism figures for the first time since the island was hit by the eruption of Mt Agung last year, having welcomed almost half a million visitors during Mar. Statistics released by the Bali Government Tourism Office yesterday show overall Mar arrivals were up 15.8% over the same month last year, hitting a total of 492,678.

Australian arrivals during the month were up 11.1% to 89,466. The result is the first time Bali has experienced a month of tourism growth since Oct last year, when the volcano first rumbled to life. By Nov the mountain's eruptions had forced airlines to cancel flights, including a period of several days when Denpasar International Airport was closed entirely due to ash clouds. Tens of thousands of travellers were disrupted and Australian

arrival figures plunged by as much as 20%.

In response, Indonesia's Tourism Minister announced it was switching marketing efforts to target "flexible travellers" who were less concerned by the possibility of flight delays, such as students and retirees.

Contingencies included plans to use buses and ferries to transfer visitors to neighbouring islands if Bali's airport was again forced to close, though eruptions subsided and the mountain's official threat potential was downgraded in Jan.

Australia remained Bali's second largest source market in Mar, behind China which contributed 109,939 visitors that month.

Australian monthly arrivals have fluctuated between 73,795 and 89,466 since the eruption, but were above 100,000 in each of the three months prior.

APAC air profits up

ASIA Pacific airlines increased their profitability last year to a combined value of US\$8.8 billion, driven by robust growth in passenger traffic in the region.

Figures released by the Association of Asia Pacific Airlines show net profits were up by almost a third from 2016 when the total was US\$6.7 billion.

Total operating revenues were up 6.7% to US\$176.6 billion, with revenue passenger kilometres (RPK) up 8.6% and cargo revenues up 14.6%.



Window Seat

BRITISH Airways is making the most of its UK heritage this weekend, with a special flight to celebrate the upcoming Royal Wedding between Prince Harry and TV starlet Meghan Markle.

Wedding fever has well and truly gripped the carrier, which has searched its employee ranks for appropriately named cabin crew who will exclusively look after pax on BA93 from London to Toronto - "the city where their relationship took off".

The 10-strong "I Do Crew" will comprise two Harrys, seven Megans and just one Meghan, operating the flight departing LHR at 1.10pm - just an hour after the royal pair formally tie the knot at Windsor Castle.

Celebrations at Heathrow will see passengers given individual lemon and elderflower Victoria sponges - the same flavour as the royal couple's wedding cake.

And any customer departing from Terminal 5 on Sat who is called Harry, Meghan or Megan will be invited to use the BA First class lounge.



More flights, more often from 16 June.

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STG's strong growth

EXPRESS Travel Group ceo Tom Manwaring has lauded the growth of the Select brand today at the 17th annual Select Travel Group conference, held in Macao.

Manwaring highlighted an increase in the number of members in 2018 up 10% to 369 from the year prior.

A total of 37 new members had joined over the past year.

Manwaring said the company had witnessed growth in key product categories, with 50% of total sales now coming from river cruise, coach touring, accommodation & ocean cruising, "with plenty of opportunity for growth," he added.

Destination demand for Europe, North America and the Pacific has surged in the group with "Asia off a little bit because of the impact of the OTA's" but Select "still doing a lot of volume," Manwaring said.

He was upbeat with the results saying the Select Group delivered product growth of 5% with aggregated growth of 17% across the Express Travel Group.

Cover-More at CBA

COVER-MORE has forged a partnership with Commonwealth Bank to provide its credit card and retail travel insurance.

The agreement makes the travel insurance and medical assistance company the bank's exclusive provider through its cards and websites, including NetBank.

"Commonwealth Bank has a clear vision of how travel insurance can deepen the relationship with customers," said Cover-More group chief executive officer Mike Emmett.

Cover-More now has operations in 21 countries which are spread across five continents.



BA's lounging investments



BRITISH Airways has revealed the next stage in its £4.5 billion investment program, opening its latest lounge in the northern Scottish city of Aberdeen.

The new facility (**pictured**) is within a recently completed extension of Aberdeen Airport and follows the launch of the carrier's

new lounge at Rome's Fiumicino Airport last month (**TD** 17 Apr).

New York JFK Terminal 7 will be the next to receive a new BA lounge, with further investment also planned in Geneva, San Francisco, Johannesburg and Chicago, as well as the carrier's lounges at London Heathrow.

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Eyes wide open in Vietnam



WIDE Eyed Tours took a group of troglodyte travel agents underground in Apr as part of its latest famil.

Agents visited UNESCO World Heritage Site Phong Nha caves in Vietnam, which span 7.7km.

Pictured are: Greg Wilson, Wide Eyed Tours; Debbie Lane, Time Flies Travel; Arianna Albertazzi, Helloworld Pakenham; Santo

Montalto, Emma Whiting Travel & Cruise; Raelene D'Apolito, Frequent Traveller and Dylan Thompson, Helloworld Pakenham.

Front: Tracey Johnson, Wide Eyed Tours; Haley McGregor, Helloworld Burpengary; Van Anh Truong, Wide Eyed Tours; Jan Ratray, Helloworld Wheelers Hill and Sali Marinkovich, NZ.

Cable-way funding

PRIME Minister Malcolm Turnbull has confirmed the Federal Government will contribute \$30 million towards a Tasmanian cable-way at Cradle Mountain, matching contributions by the State.

He said once completed, the project was expected to attract 60,000 visitors a year.

Hawaii code red

THE Hawaii Tourism Authority has released an update on volcanic activity on the Big Island, stating that the current aviation warning has increased to red.

The announcement was made following a rise in significant ash emission that poses a hazard to all aircraft.

The report also stated the Hawaii Volcano Observatory was "anticipating further ash events which may continue for the foreseeable future."

Wholesaler debut

INDUSTRY veteran Iva Dalco has launched a new online wholesaler in partnership with former Aerolineas Argentinas manager Mario Giannattilio, aiming to provide a simple "one stop" site for agents.

European Travel Experts (ETE) has teamed up with a European group of online travel agencies, consolidators and wholesalers to offer hotels, tours, sightseeing and other activities, with real time availability and instant confirmations - see etetravel.com.

Airfares stay steady

THE Dept of Infrastructure, Regional Development and Cities has released its monthly domestic airfare index for May, indicating fares are largely stable over Jun.

Compared to May last year, the Business class index slid from 96 to 93.8, while restricted Economy fares increased from 80.4 to 97.9.

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Adventure World ocean cruise brox

ADVENTURE World Travel has launched its first dedicated "Ocean Expeditions" brochure.

The Travel Corporation offshoot is featuring a range of product in the program including Lindblad Expeditions, Star Clippers and UnCruise Adventures.

MD Neil Rodgers said it was only a matter of time before the firm released a brochure dedicated to its array of ocean products.

"We know travel agents love presenting their clients with the opportunity to explore some of the world's most extraordinary destinations and pristine coastlines from our fleet of expeditions ships, and our first-ever Ocean Expeditions brochure does exactly that," he said.

Features include the Antarctic with Lindblad, Hawaii with UnCruise Adventures and tall ship experiences with Star Clippers.

More info on 1300 363 955.

EK 7 daily to LHR

EMIRATES is further boosting capacity on the busy Dubai-London Heathrow route, with the addition of a seventh daily flight on Sat during the peak Jul and Aug travel periods.

The additional three-class 777-300ER frequency will operate as flight number EK2641/2642.

The extra flight means there will be a total of 11 Emirates services between London and Dubai each Sat during the peak, including flights to London Gatwick and London Stansted airports.

Winery experiences

ULTIMATE Winery Experience Australia (UWEA) has launched new partnerships with specialist local operators in SA and Vic, leading to the launch of new Acacia Tours and SeaLink trips.

There are now 22 wineries in the UWEA group representing most of Australia's wine regions across five states.

Big plans for Aqua Expeditions



AQUA Expeditions founder Francesco Galli Zugaro is in Australia this week to take part in a Virtuoso destination roadshow, engaging with several hundred travel consultants in Brisbane, Melbourne and Sydney.

Galli Zugaro, whose upmarket luxury line operates intimate expeditions on the Amazon and Mekong rivers, confirmed that Australia continued to be a key market for the company.

Aqua has a local partnership with Travel The World, and plans to shortly expand its representation to add a new 'Brand Ambassador' who will provide in-depth training and support for travel agents selling

the product.

Aqua Expeditions is also set to roll out a new website and booking system which has been customised to allow agents to block out up to four cabins while they confirm a booking.

And the company is looking closely at expanding capacity, with Galli Zugaro saying he's hopeful of adding several new vessels to the fleet.

Andrew Millmore from Travel The World is pictured above (left) with Francesco Galli Zugaro in Sydney yesterday.

More details from Aqua Expeditions in today's **Cruise Weekly** - subscribe for free at cruiseweekly.com.au.



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Birmingham	from AUD	1,245	6,205
Cardiff	from AUD	1,250	6,210
Dublin	from AUD	1,090	5,910
Edinburgh	from AUD	1,245	6,205
Manchester	from AUD	1,245	6,205



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Thursday 17th May 2018

Remote SA wi-fi

A **PARTNERSHIP** between Telstra and the South Australian Tourism Commission will see free wi-fi switched on in the coming months at over 60 key tourism sites across the state.

The initiative will allow visitors to access unlimited data for one hour per day using their smart phone, mobile device or laptop.

"We know people want to be able to locate our restaurants, use maps and share their experiences and happy snaps online, in real time," said SA Minister for Trade, Tourism and Investment David Ridgway.

Virgin Atlantic SITA

VIRGIN Atlantic Airlines (VS) has reappointed IT company SITA to handle its high-speed connectivity needs.

SITA will manage VS's local area network, wireless network, and provide end-user support for all of its hubs throughout the world.

MSC Explorer club

MSC Cruises has launched a new Family Explorer Club which includes tailor-made family excursions that give parents and kids the opportunity to play games and solve riddles together.

The new Family Explorer Club will be available on ships sailing in the Mediterranean and Northern Europe from Jun.

TNZ hails AKL plan

TOURISM New Zealand has lauded the "Destination AKL 2025" visitor strategy plan released by Auckland Tourism, Events & Economic Development which addresses the need for sustainable growth of the region's tourism industry (**TD** Tue).

"The plan exemplifies a unified approach to destination management that seeks to ensure Auckland is 'destination ready' for expected tourism growth," said Tourism NZ chief executive officer Stephen England-Hall.

Discovering New England



TRAVEL trade representatives from Australia and New Zealand recently attended the 23rd annual Discover New England Trade Summit in Cape Cod, Massachusetts.

The three-day trade show saw visiting delegates meet up with more than 100 travel suppliers from all over New England to learn more about the region.

When the summit concluded, the group had the opportunity to explore New England's most popular attractions including the newly opened Dr Seuss Museum, Mark Twain's House, Newport Mansions, Nantucket Island and the Naismith Basketball

Hall of Fame which is currently undergoing a major revamp.

The New England states are seeing growth out of the Australian & NZ markets, helped by direct services from Australia to Houston and Dallas.

The region of New England is comprised of six states in the northeastern United States, including Maine, Vermont, New Hampshire, Massachusetts, Rhode Island, and Connecticut.

Pictured are: Cherryl Browne, Cruise World; Chris Pillwein, APT Tours; Jane McKay, Venture Far; Amanda Southon, House of Travel Product sailing on Newport Harbour, Rhode Island.

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Hilton remodels Tru concept



HILTON has revisited the design of its Tru by Hilton brand, which it touts as “the fastest brand to launch in industry history”.

The refreshed Tru by Hilton prototype includes refined guestrooms and public spaces, along with the addition of hot breakfast offerings.

The decision follows feedback from guests and owners that the company “had nearly all things right with the Tru by Hilton concept...but we needed to make a few adjustments,” explained

the midscale hotel brand’s global head Alexandra Jaritz.

In guestrooms, Tru by Hilton has added bedside and workspace lighting, increased storage and a mobile desk (pictured).

The stadium-style seating in the lobby has been swapped out for a large sectional sofa and Tru by Hilton’s “Top It” breakfast has been beefed up with a greater selection of protein and hot breakfast items.

The brand currently has 24 properties open.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily*’s Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

ONYX Hospitality has appointed **Gen McKenzie** as Executive Vice President of Human Resources. McKenzie has over 20 years’ experience in HR strategy and talent management in both hospitality & marketing.

Industry event **Luxperience** has welcomed three new faces to its 2018 team. **Claire-Ann Leo** will head up the marketing team, while **Tea Kezic** will lead sales. **Richard Sedin** will be in charge of Event Experience.

Natalie Calder has joined the **Australian Federation of Travel Agents** as Member Engagement Executive. Calder has held several previous industry roles, including travel agent, wholesale and supplier liaison.

Langham Hospitality Group has announced **Stefan Leser** has stepped into the role of Chief Executive Officer. Leser will be based in Hong Kong, leading the global expansion drive for the business.

Sally Matheson has joined **TravelEdge Group** as Talent and Brand Advisor. Her previous roles include General Manager for Asia and New Zealand at TMS Talent Asia Pacific.

UK wholesale travel company **Travellanda** has appointed two new Sales & Business Development Managers to its team. **Carrie Lo Sze Wai** will be responsible for the Asia market, while **Levin De Melo** will cover India, the Middle East, UK, US, Portugal and Brazil.

South snow-ready

NEW Zealand’s South Island is ready for the winter season, with snow making guns already in full swing after temperatures dropped to -5 degrees this week.

The Snowmax system at Coronet Peak will increase snow capacity by up to 20%, to ensure it opens earlier in the season.

Snow has already started falling at Mt Hutt, which will be the first ski field to open in New Zealand on 09 Jun.

APAC hotel update

STR has released the latest Hotel Supply Development Update for the Asia-Pacific region, outlining top markets by rooms currently in construction.

The report showed the region saw an overall 27.1% increase when compared with Apr 2017, with Tokyo well in the lead with 15,877 rooms in construction.

Shanghai came in second with 8,826 rooms, closely followed by Jakarta, Chengdu and Guangzhou.

LUX* Bodrum deal

TURKISH Riviera property **LUX* Bodrum** has ushered in the northern summer, offering guests access to 91 rooms, 19 private residences plus an exclusive villa, all with panoramic sea views over its private peninsula.

Bookings made by 30 Jun will receive 40% off for stays until 31 Oct, **CLICK HERE** for info.

Scenic sculptures

THE Blue Mountains’ Scenic World enjoyed a boost in tourism between 13 Apr and 13 May, due to its annual Sculpture at Scenic World exhibition.

The venue said the number of visitors increased by 20% on the PCP, while 2,400 tourists claimed they extended their stay in the region to view the exhibition.

Local still popular

THE traditional visitor centre is more popular with travellers than ever, according to information released by the Queensland Tourism Industry Council (QTIC).

QTIC chief executive Daniel Gschwind said despite growth in the digital space, demand for local knowledge and genuine experiences were still popular.

“Despite digital disruption everywhere we go, visitor information centres are still proving to be valuable go-to touchpoints for tourists, tourism businesses and local communities,” Gschwind said.

He added that centres were “bursting with local knowledge” which gave tourists the chance to “get to know the region from a local perspective.”



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<http://www.aptouring.com.au/about-us/careers>

Agents recognised at HLO awards!

THE 2018 Helloworld Travel OMC and Business Summit wrapped up in Adelaide with a glamorous Gala Awards Dinner Event sponsored by Qantas Airways. Agents and stores from the Helloworld Travel Branded and Associate networks were recognised across several categories on Sat evening at the Adelaide Convention Centre, with Helloworld Business Travel Award winners honoured on Thu evening at Ayers House at the Business Summit Dinner. Congratulations to all of the winners and nominees!



HELLOWORLD Travel head of associate, corporate and affiliate networks David Padman, with Bradley Jukes of Acland Travel, winner Business Office of the Year.



NATIONAL Retailer of the Year Award - Branded Network, was presented to Jackie Capuano, Helloworld Travel Lake Haven (centre), by Andrew Burnes, Helloworld Travel ceo & md, and Julie Primmer, Helloworld Travel head of branded network.



DAVID Padman with National Associate Preferred Sales Growth winner Vanesa Tihic of Boutique Travel Services.



JULIE Woodall and Leonie Clay of Associate National Retailer of the Year My Travel Expert with Andrew Burnes and David Padman.



BUSINESS Manager of the Year Chris Cheyne from Goldman Travel Group (centre) with David Padman and Kate Cameron of Helloworld Business Travel.



HELLOWORLD Travel National Manager of the Year winner Rachael McGuirk of Helloworld Travel Scone, with Andrew Burnes and Julie Primmer.



NATIONAL Manager of the Year - Associate Network winner Debbie Trewavis from Nexus Travel and Cruise accepting her award from David Padman.



LOUISE Dann of Helloworld Travel Canberra Centre (HTG) took out the Helloworld Travel Preferred Sales Growth National Award, pictured here with Julie Primmer.

A330neo maiden flight



THE first A330neo for launch operator TAP Air Portugal (pictured) has taken to the air, completing a four and a half hour maiden flight earlier this week.

The aircraft is due for delivery in the northern summer 2018 and joins the fleet of two A330-900 aircraft already performing flight trials since 19 Oct.

Airbus' A330 is the manufacturer's most popular wide-body aircraft to date and the new generation A330neo is designed to be the most profitable and best performing aircraft in its size category.

It is the first aircraft fitted with the Airspace cabin by Airbus.

Hilton expansion

HILTON has inked a deal for two Tapestry Collection properties in Lima, Peru, and has opened a 162-suite Embassy Suites by Hilton in Montreal.

The 117-room Hotel Bel'Arte Lima and 86-room Hotel Museo de Osma will open in 2021 and represent the first international properties for Hilton's Tapestry Collection brand.

The Embassy Suites by Hilton Montreal Airport is located less than 15 minutes from Montreal-Pierre Elliott Trudeau International Airport and features 162 suites.

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Further details about TIME can be viewed **HERE** or email **TIME@traveldaily.com.au**

Travel Daily



A&K Marco Polo

LUXURY travel company Abercrombie & Kent has launched a loyalty program called Marco Polo Club.

Passengers are eligible to join after making a deposit on their third booking with A&K Australia, with bookings dating back to 2012 applicable.

Benefits include a 5% discount, 50% off the published single supplement on selected journeys, priority waitlist on sold out journeys and more.

Viking agent guides

VIKING Cruises has this week launched new training manuals for travel agents on ocean and river cruising.

The "handy go-to guides" detail information on Viking Cruises' ships, staterooms, service, excursions, itineraries, product and tips on how to upsell.

Distribution to Aussie agents has begun through TIFS.

To view an online version of the river cruise guide, **CLICK HERE**, or for the ocean guide, **CLICK HERE**.



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EDITORIAL

Editor in Chief and Publisher – Bruce Piper

Managing Editor – Jon Murrie

Editor – Jasmine O'Donoghue

Contributors – Adam Bishop, Sarah Fairburn, Jenny Piper, Christian Schweitzer
info@traveldaily.com.au

ADVERTISING AND MARKETING

Sean Harrigan and Lisa Martin

advertising@traveldaily.com.au

BUSINESS MANAGER

Jenny Piper

accounts@traveldaily.com.au

Suite 1, Level 2, 64 Talavera Rd
Macquarie Park NSW 2113 Australia
PO Box 1010 Epping NSW 1710 Australia
Tel: 1300 799 220 (+61 2 8007 6760)

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NEW ORLEANS TO MEMPHIS

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GOLD COAST – EXECUTIVE PKG ON OFFER

We are looking for a senior executive with extensive experience in leading an online business. You will be responsible for the successful cultural, commercial and financial performance of the company. Executive package on offer for the right candidate. Experience in Ecommerce, online platforms, strategies, sales, marketing and business operations required along with a track record in leading and developing teams.

****NEW** 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.

****NEW** SHOWCASE YOUR STRATEGIC SKILLS**

STRATEGIC SALES MANAGER

MEL/SYD– \$110 BASE PLUS CAR ALLOWANCE PLUS BONUS

These roles rarely come up so if you are a true sales professional from preferably a corporate background we want to hear from you. Looking in Sydney and Melbourne, you will have a solid sales background preferably from a TMC, enjoy a great base salary up to \$110k plus a car allowance, commission, super and other benefits. Enjoy flexibility in your daily work environment and endless career opportunities.

GLOBAL ROLE

OPERATIONS MANAGER -MICE

SYDNEY- PACKAGE OVER \$100K

Amazing role on offer to an experienced Meetings and Events manager looking for their next step. You will be leading a two teams totaling 9 people and growing. People Management is the key for this role, we are looking for a strong people leader who is ready to take these teams forward. MICE experience is also essential, great salary, benefits and a flexible work environment ie work from home is on offer.

****NEW** BEST OF BOTH WORLDS**

SALES MANAGER

PERTH – SALARY \$80-90K

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.

COMBINE YOUR SKILLS

PRODUCT/TRAINING MANAGER

MELBOURNE – GREAT PKG ON OFFER

This is a newly created role based in Melbourne that will see you product training a team of res consultants overseas. Concentrating on Asia, Canada/Alaska, Africa and Europe, Cruise knowledge also highly sought after. Ideally you will be a product manager who has worked across multiple destinations with a passion for training. Please note you will need to travel overseas for a 2-4 week period initially and then as the role requires.

GLOBAL ROLE

CORPORATE ACCOUNT MANAGER

SYDNEY- STRONG SALARY PACKAGE

As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. Interviews to commence this week.

INSPIRE YOUR TEAM

GENERAL MANAGERS

MELBOURNE/PERTH – \$100K-\$120K + SUPER + BONUS

We are looking for experienced General Managers or Hotel Managers for a number of properties in Melbourne & Perth. You will be responsible for overseeing all aspects of the property, lead a capable management team, and focus on customer service, budgeting & forecasting & delivering results. Previous experience in a similar role. Great salary plus super plus bonus. Good career progression plus a great team environment. Apply today!

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