



# 140 CHANCES TO FLY, RACE OR GLIDE

How would you like to **WIN\*** return flights to **New Zealand, Hong Kong, Los Angeles** or **Adrenaline gift vouchers** for unique experiences?

## WEEK 1

(03 – 09 September)

### 1ST PRIZE

1 x return Economy class ticket to Hong Kong (15 to giveaway)

### 2ND PRIZE

1 x \$200 Adrenaline Gift Voucher (20 to giveaway)

## WEEK 2

(10 – 16 September)

### 1ST PRIZE

2 x return Economy class tickets to Hong Kong (15 to giveaway)

### 2ND PRIZE

1 x \$200 Adrenaline Gift Voucher (20 to giveaway)

## WEEK 3

(17 – 23 September)

### 1ST PRIZE

2 x return Economy Class tickets to New Zealand (15 to giveaway)

### 2ND PRIZE

1 x \$200 Adrenaline Gift Voucher (20 to giveaway)

## WEEK 4

(24 – 30 September)

### 1ST PRIZE

2 x return Economy class ticket to Los Angeles (15 to giveaway)

### 2ND PRIZE

1 x \$200 Adrenaline Gift Voucher (20 to giveaway)

## HOW TO TAKE OFF

Simply sell and ticket any Virgin Australia (795) operated flights to New Zealand or Hong Kong, or Virgin Australia marketed flights to USA, operated by Virgin Australia or Delta Air Lines from Australia, during the Promotion Period (03 to 30 September 2018) for travel between 06 October 2018 to 12 December 2018, and 23 January 2019 to 04 April 2019 for Hong Kong and USA, and for travel 01 November 2018 to 04 April 2019 for New Zealand, and enter the below OSI entry into the GDS at the time of PNR creation:

**Sabre:** 3OSI VA VAIN VA/postcode/Agent's first name and last name/personal work email address

**Galileo:** SI.VA\*VAIN VA/ postcode/Agent's first name and last name/personal work email address

**Amadeus:** OS VA VAIN VA/ postcode/Agent's first name and last name/personal work email address

Please note: When entering your personal work email address in the OSI field, replace @ in your email address with //. If you have an underscore ( ) in your email address, replace \_ with --

## AGENT OFFER

**Travel Industry Sale fare from \$695\* to LA return Economy ex MEL/SYD/BNE. Book via Breakaway Travel Club. Booking fee may apply. Travel period: 12Oct18 to 23Nov18, 20Jan19 to 29Mar19**

[virginaustralia.com/140chances](http://virginaustralia.com/140chances)



\*Entry is open to Australian residents aged 18 years or over who are employed as a travel agent at a travel agency office located in Australia, have a valid individual work email address (generic agency or shared email addresses are not valid) and use a GDS to make bookings, excluding online travel agents and their employees (Entrants). The Promotion commences at 00:01 am AEST on 3 September 2018 and ends at 11:59pm AEST 30 September 2018 (Promotion Period). To enter, Entrants must during the Promotion Period book and ticket any new International (New Zealand, Hong Kong and USA) flight ex-Australia, marketed or operated by Virgin Australia and made on Virgin Australia (795) ticket stock with the first sector departing from an Australian port (ex-Australia) for travel between 06 October 2018 to 12 December 2018, and 23 January 2019 to 04 April 2019 for Hong Kong and USA and for travel between 01 November 2018 to 04 April 2019 for New Zealand. New Zealand and Hong Kong flights must be operated by Virgin Australia. USA flights must be marketed by Virgin Australia, operated by Virgin Australia or Delta Air Lines (Eligible Booking). Exclusions apply, see full terms and conditions at [virginaustralia.com/140chances](http://virginaustralia.com/140chances). Entrants must enter the applicable OSI entries in their employer's applicable booking system at same time of PNR creation for the Eligible Booking. Each Eligible Booking must be unique to an individual travel agent. There are 35 x weekly winners each week for 4 weeks (total 140) for the Entrants with the highest ticketed revenue for Eligible Bookings made during the week (calculated in Australian dollars) made during the Promotion Period. Entrants will only be eligible to win two (2) Weekly Prizes during the Promotion. Flight prizes are valid for departure from the winner's closest airport served by Virgin Australia. Flight prizes to New Zealand, Hong Kong and Los Angeles are valid for travel on Virgin Australia operated services only. Flights are subject to Virgin Australia's conditions of carriage which are located on the Virgin Australia website at [www.virginaustralia.com](http://www.virginaustralia.com). Adrenaline Gift Vouchers are subject to Adrenaline Terms and Conditions. Winners will be notified by 15 October 2018 by phone or email by a Virgin Australia representative. The Promoter is Virgin Australia Airlines Pty Ltd (ABN 36 090 670 965) of registered address 56 Edmondstone Road, Bowen Hills, Queensland 4006.

\*Price is based on ex MEL including taxes.

# Travel Daily

First with the news

Monday 24th September 2018



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## Take off with VA

**VIRGIN** Australia is today showcasing the final week of its "140 Chances to Fly, Race or Glide" travel consultant incentive.

The last stage of the huge promotion offers 15 "first prizes" of two return Economy class tickets to Los Angeles, along with 20 \$200 Adrenaline gift vouchers, while VA is also promoting its \$695 travel industry fare from MEL/SYD/BNE to Los Angeles. See the **cover page** for details.

## CruiseFusion booking engine

**CRUISEFUSION**, the wholesale division of Cruise1st Australia, has launched a Live Dynamic Packaging Reservations Platform which enables agents to package fly/cruise/accommodation options for clients and access "a range of unique cruise holidays".

The new B2B and B2C tool was developed in partnership with US-based company Odysseus Solutions and provides access to live and dynamic pricing.

CruiseFusion general manager Geoff Hackett, who was appointed to the role almost two years ago (**TD** 04 Nov 2016) said the portal was "everything the industry has been promised but not yet delivered – being able to process a cruise, air and hotel booking with live and dynamic pricing in the one platform".

"We've built the booking flows so that the package is easy to use, where agents can dynamically book a fly/cruise/stay package in under 10 minutes and have it invoiced out quickly," he added.

Hackett said the portal would transform the way in which travel agents do business with the company and deliver greater efficiencies to their clients.

He admitted it was a while in the making, but noted CruiseFusion wanted to build a platform that streamlined the booking process and made it easier and more efficient to do business with the company.

CruiseFusion has experienced "three-fold growth" under Hackett's stewardship, said Cruise1st md Carl Frier.

"Geoff has re-engineered the business to the point where it now adds tremendous value to both cruise lines and travel agents," he said.

Cruise1st was formerly part-owned by Frier alongside Royal Caribbean, with the business 100% acquired by German online cruise giant Dreamlines earlier this year (**TD** 17 May 2018).

## Tourism Noosa ceo

**TOURISM** Noosa has today confirmed the appointment of Steve McPharlin as its new ceo.

McPharlin, described as a "local tourism leader and destination advocate," has been selected from almost 200 applicants from across Australia & further afield.

He moves from his previous role as Sunshine Coast area manager of the Mantra Group, where he was also chair of Tourism Noosa for the last seven years.

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## Today's issue of TD

**Travel Daily** today has six pages of news and photos, including a front cover page for **Virgin Australia** plus full pages from:

- Consolidated Travel
- AA Appointments jobs

**Australian Open 2019**  
14 – 27 January 2019

ON SALE UNTIL  
19 DECEMBER 2018

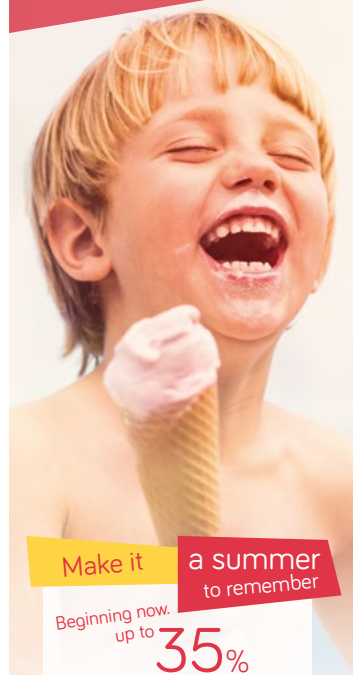
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## Travel Daily on location in Sapporo

Today's issue of *TD* is coming to you from Sapporo, courtesy of the Japan National Tourism Organization.

**THE** 2018 Visit Japan Travel Mart concluded in Tokyo over the weekend, with hundreds of buyers now exploring Japan from end to end on a series of famils.

*Travel Daily* is now on the northern island of Hokkaido, which has embraced the opportunity to show travel industry representatives how swiftly it has recovered from an earthquake earlier this month.

Despite several tragic deaths, services including hotels, trains and airports are open and operating normally, and locals are out enjoying Sapporo's Autumn Festival.

See more on **page four**.

## Gold Coast green light

**THE** Federal Government has approved Queensland Airports Limited's (QAL) plans for a new hotel and conference facility in the Gold Coast Airport's terminal precinct.

The planned 4- to 4.5-star hotel will feature 200 rooms in addition to conference facilities, new accommodation the government believes will drive up the number of people doing business around the airport.

"The construction and ongoing operation of the hotel will have a positive economic impact in the region through the creation of an estimated 64 jobs," said Deputy Prime Minister, Nationals' Leader and Minister for Infrastructure, Transport and Regional Development Michael McCormack.

The number of visitors arriving at the Gold Coast Airport continue to show signs of growth, with forecasts indicating the city's

airport will have approximately 9,000 employees by 2037 and contribute \$2.3b to the gross regional product.

"Tourism is the backbone of our city's economy so it is essential we provide the infrastructure for the growing demand so our local tourism operators can thrive," said Defence Industry Minister Steven Ciobo.

QAL added that the delivery of the facility would represent an "important milestone" in the development of the Gold Coast Airport precinct.

"It means more people will come to the iconic Gold Coast and we welcome the investment of more hotels and more tourism options for them while they are here," said QAL chief executive officer Chris Mills.

"The hotel and its integrated conference facilities will provide major improvements in terms of convenience and amenities."

## QFF shopping site

**QANTAS** Frequent Flyer has launched a website called Qantas Shopping, allowing members to earn Qantas points when they shop online or in-store.

The portal allows members to earn points at over 150 retailers, including The Iconic, David Jones and eBay.

It also allows users to redeem points on 8,000 products through the Rewards Store.

Visit [shopping.qantas.com](http://shopping.qantas.com).

## Travelmarvel Egypt

**TRAVELMARVEL** has today launched its 2019/20 Egypt & Jordan featuring Israel brochure, with a range of earlybird deals including fly-free and 2-for-1 air, valid for bookings made by 21 Dec.

The 2019 itineraries include a new five-day journey through Israel, plus the popular "Treasures of Egypt & the Nile with Hidden Jordan" trip - more brochures on **page five** of today's *Travel Daily*.

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## Leaders tackle over-tourism

**COUNTRIES** including Iceland and Bhutan have shared their strategies for confronting over-tourism at a gathering of government ministers in Tokyo.

As part of the Visit Japan Travel Mart last week, industry leaders and tourism ministers from more than a dozen nations joined a round-table session on sustainable tourism and global efforts to ensure the travel industry provides long-term community benefits.

Iceland Tourism Minister Thordis Gylfadottir said her government had embarked on a complex process to measure the impact of the country's booming tourism sector via a series of indexes.

"We have started an ambitious project to analyse whether we are in a state of sustainability or not

by analysing the load on different indexes," Gylfadottir said.

"First we define the indexes... then we measure the current load on each index and we define what is an acceptable load and what is considered an overload," she said.

Indexes covered dozens of elements including tourism's impact on Iceland's GDP, labour markets, hospitals, roads, airports and law enforcement.

Gylfadottir said the process was a first for a national government.

"I firmly believe this initiative is crucial to inform our policy and ensure our tourism sector is really sustainable for generations to come," she said.

Director of the Tourism Council of Bhutan Chhimmy Pem outlined her country's restricted approach to tourism in which limited numbers of visitors contribute through daily fees to public services including health, education and infrastructure.

"Tourism is developed in a cautious manner without negative impacts on culture or people," Pem said.

"The needs of the present are important but we leave opportunity for the future."

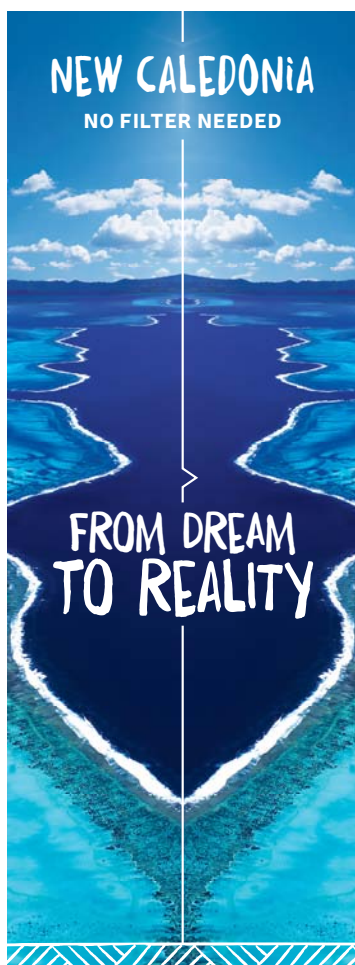
Other countries to outline strategies included Japan, Thailand, Sri Lanka and Cambodia.

### NZ new eye mask

**AIR** New Zealand has teamed up with footwear brand Allbirds to introduce a new eye mask.

Dubbed the "Bird Mask" due to its birdlike features, the mask will be available in Air New Zealand's Business Premier cabin on select North American routes throughout Oct.

NZ said it was designed to be used "again and again".



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### Tassie trade site

**TOURISM** Tasmania has launched a new Tassie Trade website offering agents in-depth information on the destination and multi-lingual itineraries.

The mobile-friendly platform also includes Tourism Tasmania's domestic online training platform, Tassie Specialist program.

See [www.tassietrade.com.au](http://www.tassietrade.com.au).

### Seabourn 2019

**SEABOURN** is set to return to Alaska and British Columbia for the northern summer 2019, with cruises available on board the *Seabourn Sojourn*.

The ship will offer 10 departures running from Jun to Oct 2019 - for info, [CLICK HERE](#).

### Emirates ups fares

**EMIRATES** will increase its fares on 27 Sep following "a tariff review of its year-round published fares to all regions and earlybird fares from Australia".

The changes will impact ongoing First, Business, Mixed class and Economy class published prices.

Exceptions will apply to earlybird fares from Australia to Dubai, Amsterdam, Athens, Barcelona, Bologna, Copenhagen, Dusseldorf, London, Manchester, Nice, Zurich and from Perth to New York.

Existing and new bookings at current fare levels must be ticketed on/before 26 Sep.



### Window Seat

**THE Travel Daily** team were lucky enough to receive a few of Germany's best snacks courtesy of Topdeck to celebrate the fresh sailing and festival trips the company has added to its 2019/20 European season.

Appetising additions include the 17-day Sail to the Steins adventure, which includes a sailing taking in Croatia's coastline, land excursions in Slovenia and Austria, before finishing up with three big nights at Germany's famous Oktoberfest.



### Intrepid ranger trip

**INTREPID** Travel marked World Rhino Day over the weekend by launching a trip which offers travellers insight into the work of a ranger.

The eight-day Kenya: Wildlife Rangers Expedition takes travellers "behind the scenes" on game drives and foot patrols with the Rangers working in the area between Amboseli, Chyulu Hills and Kilimanjaro national parks.

[CLICK HERE](#) for more.

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## Record contingent hits Japan



**JAPAN'S** booming tourism industry attracted a record number of Australasian buyers to this year's Visit Japan Travel Mart (VJTM) which wrapped up in Tokyo on the weekend.

A contingent of 22 Australian and New Zealand representatives from companies including Flight Centre, Insider Journeys, JTB and Japan Holidays spent a busy three days meeting with Japanese suppliers before setting out yesterday on a series of famils.

Product manager for Japan at Flight Centre Global Procurement Network David Bassett said a busy schedule reflected surging demand for Japan holidays among Australian travellers.

"We are about 48% up this year against last year, it's doing very well as a destination - probably the best in Asia," Bassett said.

"The last three years have been very healthy for Japan.

"For us this (VJTM) is about maintaining the relationships we have, growing our program, expanding the range we offer and talking to as many people as we can," he said.

**Pictured** are the Australian and New Zealand buyers on the VJTM floor at the Tokyo Big Sight exhibition centre on Sat.

## Sth Africa minors

**THE** South African Government will make changes to regulations applying to foreign minors travelling to South Africa from Oct in an effort to bolster tourism.

"The requirement of carrying an unabridged birth certificate has been a hurdle that damages our competitiveness as a destination," Southern African Tourism Services Association ceo David Frost.

The change comes following a decline in business performance in the first half of 2018.

## NORFOLK ISLAND

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## Tassie spend record

**TASMANIA'S** visitor economy has reached a new high, with the latest Tasmanian Visitor Survey (TVS) results indicating visitors spent a record \$2.4 billion in the year ending Jun 2018.

It marks the first time spend has reached \$2.4 billion in a 12 month period.

The stats also showed total visitor expenditure increased by 6% on the previous year, while the average spend per night increased 5%.

Visitor numbers grew across all regions and the state welcomed a record 1.3 million travellers during the period, a 2% rise from the previous year.

## Gemini redeployed

**STAR** Cruises is redeploying *SuperStar Gemini* to Malaysia from 05 Nov until 28 Apr 2019, replacing *SuperStar Libra*, which recently retired from the fleet.

*SuperStar Gemini* will homeport in Port Klang, Penang, and Langkawi in Malaysia, and Phuket, Thailand offering two-, three- and four-night itineraries.

The line noted the homeports were within close proximity to Kuala Lumpur, which is said would help to attract int'l travellers from across Asia Pacific.

"Star Cruises is excited to be back home in Malaysia and to offer local and int'l guests a fresh, unique and exciting experience with another one of our cruise ships, *SuperStar Gemini*," said Star Cruises pres Ang Moo Lim.

## Boracay "test case"

**THE** surprise closure of the Philippine resort island of Boracay will be seen as a test case for sustainable tourism once the destination reopens next month, according to the country's Tourism Secretary Bernadette Romulo-Puyat.

The island was closed to tourism and its resorts shut by Philippine President Rodrigo Duterte in Apr over pollution concerns and reports of sewage spilling into surrounding seas.

At a ministerial round-table at the Visit Japan Travel Mart in Tokyo last week, Romulo-Puyat said the closure had a detrimental impact on tourism and local businesses, but would symbolise a dedication to sustainability in the future.

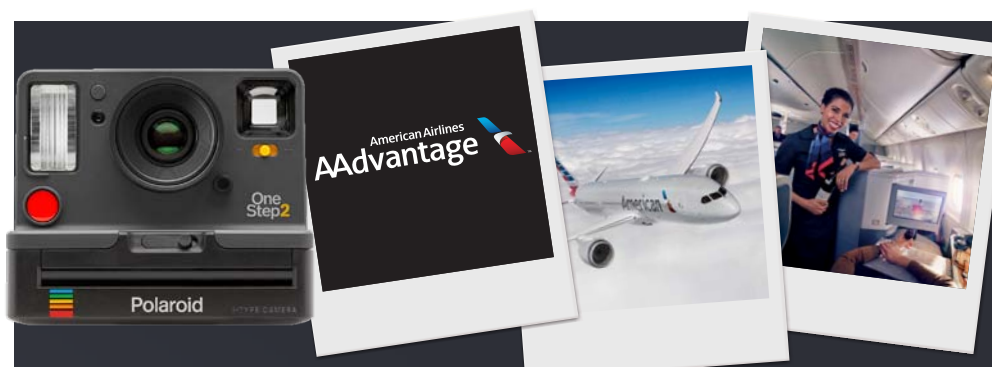
"I believe this is a renaissance for Philippines tourism," she said of the island's six-month rehabilitation process.

"We will ensure for future generations that Boracay will offer the same pristine sands and clean waters that previous tourists enjoyed."

## Europcar NBL deal

**EUROPCAR** Australia and New Zealand will become the official partner for National Basketball League (NBL) Referees in the 2018-19 season.

Europcar has been the car rental partner of the NBL since it was relaunched in 2015 and the move marks an expansion of the tieup, with refs to wear Europcar shirts.



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## Insight's crowning glory



**INSIGHT** Vacations global ceo Ulla Hefel Bohler wrapped up her visit to Australia on Fri with a lunch at Sydney's Buon Ricordo Italian eatery, after a series of other events and meetings with top achievers across the country. She's continuing her antipodean peregrinations in Auckland today, having formally launched the royalty-themed Insight Vacations 2019 Europe & Britain Collection alongside md Lorraine Sharp and The Travel Corporation ceo John Veitch (pictured).

Hefel Bohler highlighted several emerging destinations in the program, including the new Northern Lights of Scandinavia trip (**TD** Fri) plus a new 12-day Greek Island Hopper and the six-day Easy Pace Malta.

Sharp noted that Insight "does things differently by showing our guests the insights - not just the sights - of a destination.

"We take them through the back streets of major cities and quaint towns for immersive, local experiences to bring the destination to life," she said.

Insight has today announced an \$899 Economy Europe airfare deal on bookings from the 2019 Europe and Britain program.

The offer, valid for bookings made by 31 Oct, excludes Greece and Eastern Mediterranean trips and is not combinable with early payment discounts.

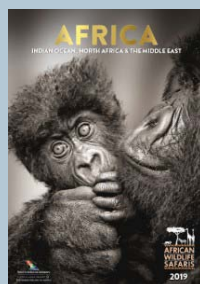
## Emirates Oktober

**EMIRATES'** annual Oktoberfest celebrations kicked off over the weekend, offering all pax travelling between Dubai and Germany Bavarian-inspired food and beverages until 07 Oct.

Beer from one of six breweries to serve at the event, Paulaner Oktoberfestbier, will be on board.

## BROCHURES

**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



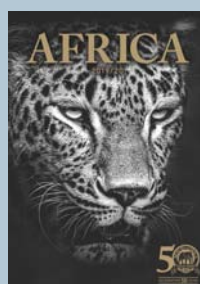
### African Wild Safaris - Africa 2019

African Wildlife Safaris has released its 2019 Africa brochure, featuring new or completely rebuilt luxury safari camps ranging from Lemala Mpingo Ridge in Tanzania's Tarangire National Park to Chikwenya in Zimbabwe's Mana Pools National Park. Safari destinations such as Botswana, South Africa, Tanzania, and Kenya are also included, along with walking safaris in Zambia, gorilla trekking in Rwanda and Uganda, and the chance to meet the tribes of southern Ethiopia. The program also has information on a dahabiya cruise along the River Nile in Egypt.



### Scenic - Scenic Eclipse 2019/20

Scenic Luxury Cruises & Tours has released three new *Scenic Eclipse* destination brochures covering Europe and The Americas; Antarctica; and the Arctic Fjords and Baltic regions. The programs showcase the all-inclusive six-star luxury cruise offerings and land-cruise combinations for *Scenic Eclipse*. The brochure includes the 13-day Cuba, Nassau to Havana from \$16,695 per person; the 12-day Antarctica, Buenos Aires to Buenos Aires from \$19,045 per person; and the 13-day Russia and the White Sea, Tromso to Tromso from \$16,995 per person.



### Bench Africa - Africa 2019/2020

Bench Africa has released a new brochure for its 2019/2020 season. The program includes a fresh itinerary with the Giraffe Manor, a small and exclusive hotel famous for its resident herd of giraffes, as well as new Kenyan itineraries exploring the country by rail travel. Travellers can enjoy the Pretoria to Cape Town 27-hour rail journey in a luxury cabin from \$1,992 with meals and most drinks included.



### Topdeck - Europe 2019/2020

Topdeck Travel has announced a line up of limited edition trips for the 2019/20 European season. The new experiences include the 17-day Sail to the Steins trip which combines a seven-day sailing journey around Croatia's coastline, with six-days of travelling through Croatia, Slovenia and Austria and finishes up with three-nights at Oktoberfest in Germany. Another fresh option is the 16-day Sail to Sziget combining land and sea travel, as festival goers start in Dubrovnik and finish at Sziget Festival. Additional Oktoberfest trips include Braumeister, Festmeister and Prostmeister, available in all trip styles, catering to travellers who wish to stay in accommodation ranging from campsites to hostels.

## Albatross Grande

**ALBATROSS** Tours is offering travellers savings of \$700 per couple on its 18-day, The Italian Grande tour if they book and deposit by 31 Oct 2018.

With two-, three-, four- and five-night stays, the escorted small group tour explores the Italian Lakes District, The Dolomites, Tuscany, Umbria and the Amalfi Coast regions.

For bookings, **CLICK HERE**.

## Design Cape Town

**DESIGN** Hotels will welcome its first member hotel in Cape Town in early 2019, the 32-room Gorgeous George.

Located between St George's Mall and Green Market Square, the property will feature a rooftop bar and pool and a first floor event and art space.

It is on the only tree-lined and fully pedestrianised avenue in Cape Town.

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## SIA welcomes long range jet



**THE** world's first Airbus A350-900ULR aircraft was formally received by Singapore Airlines (SIA) over the weekend.

The ultra long range jet will enter service for the carrier on 11 Oct and is the first of seven A350-900ULRs due to join the fleet.

"We have pushed the limits with this highly advanced new aircraft to extend long-range flying to new lengths," said Singapore Airlines chief executive officer Goh Choon Phong.

The aircraft is configured to offer 67 Business class seats and 94 Premium Economy class seats, and can fly over 20 hours non-stop.

The new arrival will be used for the launch of Singapore-New York services while the subsequent rollout of A350-900ULRs will see aircraft deployed on SIA's Singapore-Los Angeles services commencing on 02 Nov.

**Pictured:** The first Airbus A350-900ULR aircraft.

## UNWTO overtourism

**THE** World Tourism Organization (UNWTO) has released a new report that aims to help manage urban tourism growth.

The report proposes 11 strategies and 68 measures to help combat the adverse effects tourism has on natural resources, infrastructure and congestion.

"We need to place tourism in the wider urban agenda," said UNWTO secretary-general Zurab Pololikashvili.

## Excite Swiss push

**EXCITE** Holidays has partnered with Switzerland Tourism to launch a trade campaign which includes the release of a seven-page destination guide detailing the best Swiss spots for skiing, hiking, shopping and eating.

Starting today and ending 07 Oct, agents will earn 500 bonus rewards points for every night booked for Switzerland.

Download the "Picture Perfect" Switzerland guide **HERE**.



This month, Travel Daily and Evergreen Cruises & Tours are giving travel agents the chance to win a river cruise for two in a balcony suite along the Mekong river.

The prize includes an eight-day Majestic Mekong river cruise along with return economy flights from Australia.

To win this great prize, correctly answer the most daily questions and have the most creative answer to the final question. Send all your entries to [evergreen@traveldaily.com.au](mailto:evergreen@traveldaily.com.au)

**Q15. True or False** – The 21-day Grand Tour of Vietnam & Cambodia includes stops at Hue and Siem Reap?



## AA ups checked

**AMERICAN** Airlines has raised the price of a first and second checked bag to US\$30 for a first checked bag and US\$40 for a second checked bag for travel in the US and other North America and Caribbean destinations.

This is the first time American has changed its domestic checked bag fees since 2010.

For full details on current fees, visit [aa.com](http://aa.com).

## Hawaii talks balance

**THE** Global Tourism Summit, due to be held in early Oct at the Hawaii Convention Centre in Honolulu, has flagged "tourism balance" as a key theme.

The conference is presented by the Hawaii Tourism Authority (HTA) & will discuss the need for travel destinations to tread the line between economic benefit and negative community impacts.

**MEANWHILE**, HTA is offering to help fund festivals and events in Maui, Kauai, the island of Hawaii, and at Ko Olina on Oahu in 2019.

## Kansai Bureau push

**THE** Kansai Tourism Bureau has released an online video designed to inform domestic and international travellers that the Kansai International Airport is now up and running following damage caused by Typhoon Jebi in early Sep.

The storm caused flooding that affected power facilities and damaged bridges at the airport, severely depleting the number of inbound tourists to the region.

The airport returned to full capacity last week (**TD** 21 Sep).

Watch the video **HERE**.

## Vietnam Pres dies

**ASIAN** tour specialist ASIA DMC has advised there are no expected disruptions to travel and tourism services in Vietnam following the passing of Vietnam's President, Tran Dai Quang.

Quang died in hospital at the age of 61 from a "serious illness" and had received medical treatment abroad and in Vietnam, according to state-run media.

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**\*\*NEW\* TAKE THE LEAD**

**CORPORATE TEAM LEADER**

**MELBOURNE – GENEROUS SALARY PACKAGE**

Take charge in a fresh new role. Join this successful Corporate Travel Management Company in a leadership role. You will be managing the day to day functions of your team whilst being able to jump on the phones if needed. This company offers a very generous salary with ongoing training and career opportunities. If you have hit a ceiling in your current role - call me today to find out more.

**\*\*NEW\*\* GROW THE BUSINESS**

**STRATEGIC SENIOR ACCOUNT MANAGER**

**SYDNEY- \$110K BASE PLUS PLUS**

This award winning TMC are on the hunt for a senior strategic account manager to join their very successful team based in Sydney. You will ideally have previous TMC experience in Account Management or sales. You will be joining an organisation that offers a supportive environment with ongoing training and career opportunities. A strong package is on offer, including a high base salary plus bonuses.

**ATTENTION INBOUND MANAGERS**

**OPERATIONS MANAGER**

**SYDNEY – STRONG SALARY PACKAGE**

Our client is looking for an inspiring leader with experience preferably in the Inbound Travel Market. You will be responsible for the overall success of the team including development & delivery of strategy, leading the team & enhancing relationships & agreements to achieve sales & revenue goals. You will be rewarded with a great salary and career progression.

**LEAD THE WAY**

**RESERVATIONS MANAGER X 2**

**SYDNEY - \$85K PACKAGE**

Turn the key and open the door to success when you join this travel company. Managing a team of reservations consultants you'll know the secrets of driving and motivating staff members to reach their full potential and sales targets. Stepping into this rare management opportunity your previous leadership experience, wholesale travel knowledge & experience in setting targets will set you apart from the pack. Top \$\$ & bonuses on offer.

**PROMOTE THIS FANTASTIC PRODUCT**

**NSW/ACT BDM**

**BASE SALARY PLUS CAR PLUS UNCAPPED COMM**

This premium product is on the lookout in NSW/ACT for a highly motivated, experienced sales manager to assist growing their amazing brand and presence in the region. You will have strong contacts in the travel trade, with sound negotiating skills, presenting skills and have a strong business acumen. This is a brand people know and love. Please call for a confidential chat.

**THIS WON'T LAST LONG**

**PRODUCT MANAGER**

**MELBOURNE - \$100K PACKAGE**

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

**UNIQUE IMPLANT ENVIRONMENT**

**ACADEMIC CORPORATE TRAVEL MANAGER**

**BRISBANE – \$70K PKG ++**

Here's an exciting opportunity for corporate consultants wanting a new and exciting role. This leading travel management company is seeking an experienced senior travel consultant to join their dedicated academic division in an implant environment. Working Mon – Fri hours you'll be servicing a large corporate account along with booking leisure arrangements when required. Strong salary package, top career progression and more on offer.

**PASSIONATE ABOUT PRODUCT**

**PRODUCT MANAGER**

**GOLD COAST – up to \$72K PKG + BONUSES**

Looking for a new product role? This leading travel company have a Product Manager role based in their Gold Coast office. Managing amazing destinations you will be responsible for the contracting and design of itineraries to the destination as well as working with Marketing, Distribution, Yield and Revenue Management teams. Recent experience in a similar role is a must. Interviewing now – call to find out more.

**AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

[executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

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

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