

Bring on your appetite!

The Atout France team says **MERCI** for the 2019 NTIA nomination of "Best National Tourist Office".

We look forward to more lavish events to help you carve out your portion of the 1 million Australian travellers to France.



Patrick Benhamou
Director, Atout France
Australia



Merci, says France

ATOUT France is celebrating its nomination in the Best Tourist Office category of this year's National Travel Industry Awards.

The bureau is renowned for its lavish events highlighting everything good about France, including gastronomy, art, culture and joie de vivre!

It's all about getting the Australian travel industry to share the spoils of the one million Aussie visitors to France each year - see the **cover page**.

Fitzpatrick to VFS

FORMER Travelport Executive Alexandra Fitzpatrick has been appointed as London-based Chief Operating Officer for business visa service VDash, a division of VFS Global.

Intrepid sets new records

INTREPID Group has today laid out a vision to use its surging business to change the world, as it released its Integrated Annual Report detailing the company's third consecutive year of record growth in revenue, profit and passenger numbers.

Speaking in Melbourne at the company's Global Summit, which also celebrates three decades of Intrepid operations, CEO James Thornton, predicted business would more than double by 2025 to carry over one million customers per year, with Intrepid's websites expected to be visited by over 60 million people annually.

"When you think about that size and scale, it starts to dwarf some small countries.

"But as a business, unlike a country, we actually cross many borders...I believe therefore we have as much potential for impact as any politician in the world.

"Great companies need to step up; we need to keep leading and changing the industry for the better," Thornton said.

The Annual Report highlights Intrepid's rapid financial growth, but also showcases the

company's sustainability efforts, with the aim of demonstrating how it creates short-term and long-term value for all of its stakeholders.

By all measures 2018 was a banner year for Intrepid, which recorded \$402 million in Group Gross Revenue and a 19.5% increase in bookings across Asia-Pacific (**TD** 18 Mar).

Pre-tax profit leapt almost 30% to \$14.4 million and the not-for-profit Intrepid Foundation disbursed \$1.15 million to projects aiming to help transform the lives of people by training them and creating new jobs.

Looking forward, Thornton is optimistic the performance will continue, with business up 12% in the first quarter of 2019 and plans for innovation across the company, including new products and destinations, but also a commitment to become the "world's first climate-positive travel company" and directing 1% of revenue to "purpose".

"I believe aligning our business with a higher purpose will actually boost our financial performance in the long run," Thornton said.

He said Intrepid's commitment to the vision of founders Darrell Wade and Geoff Manchester to changing the way people see the world through sustainable experience-rich travel, was "as strong now as it has ever been".

EK tariff review

EMIRATES has advised of the outcome of a review of its year-round fares to all regions from Australia.

Effective 09 Apr, all First, Business, Economy and Mixed Class fares will change.

In particular, Business class fares to Europe, Dubai, selected Africa destinations, South Asia sub-continent and fares from Perth to the Americas will be revised, with new fare basis and advance purchase conditions.

Exceptions will apply to fares from Australia to Singapore, New Zealand and X class fares, with Emirates advising that GDS will be updated to reflect the changes.

All new fares will come into effect for sales and ticketing from next Tue, 09 Apr 2019.



FLY Free

on holidays to Northern Territory, Tasmania, South Australia, Victoria and New Zealand.

AATKings
Bringing Australia & New Zealand to life



Today's issue of TD

Travel Daily today has six pages of news and photos, a front cover wrap for **Atout France** plus full pages from:

- Globus
- Travel Trade Recruitment



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FLY Free

AATKings
Bringing Australia & New Zealand to life

Travel Daily on location at the Intrepid Summit

Today's issue of *TD* is coming to you from Melbourne's Federation Square courtesy of Intrepid Travel, which is today hosting its Global Summit.

INTREPID'S 2019 Global Summit is a particularly important event because it commemorates the company's 30th anniversary this year. About 400 people have gathered at Melbourne's Federation Square for a day of keynote speakers and presentations from the Intrepid team, sharing insights into the future plans for the business.

For the first time, this year Intrepid has also invited key partners from across the globe, including representatives from its network of Destination Management Companies, suppliers and trade distributors.

The Summit has also seen the release of Intrepid's 2018 Annual Report (see p1), which focuses on the company's progress in sustainability alongside its financial results.

During 2018 Intrepid became the world's largest Certified B-Corp in the travel sector, expanded operations into seven continents and carried more than 430,000 pax across the Intrepid, Peregrine, Urban Adventures and Adventure Tours brands.

JNTO targets NZ market

THE Japan National Tourism Organization (JNTO) Sydney Office is set to broaden its focus across the Tasman to take on a more "proactive role" in enticing New Zealand travellers to Japan.

The move is on the back of a record number of 73,208 NZ travellers heading to Japan in 2018, resulting in a 12.8% year-on-year increase from the previous year.

The organisation plans to continue the momentum by "more actively engaging and educating" the market about travel opportunities in Japan.

JNTO Sydney Office Executive Director Kana Wakabayashi, said "New Zealand has always been a market we have wanted to expand into".

"Now that New Zealand has been identified as an emerging

market, we hope we can make a bigger impact and actively reach potential travellers."

JNTO said the upcoming Rugby World Cup 2019, Tokyo 2020 Olympics and Paralympics, and the World Masters Games 2021 created the perfect time to reach a nation that is "especially passionate about sports".

Marketing activities planned for New Zealand over this coming year include B2B seminars, exhibiting at local B2C events and also B2C marketing.

For more info, [CLICK HERE](#).

Other secondary new markets included Mexico, Switzerland and the Netherlands.

Marriott 40by20

MARRIOTT International is continuing its expansion plans in Asia-Pacific with an ambitious target of opening 1,000 hotels by the end of 2020.

In 2019, the company expects to add close to 100 new hotels or 20,000 rooms in the region, with several brand debuts in Australia, Hong Kong, The Philippines, Nepal and India.

Globus openings

THE Globus team is expanding its sales team with a number of position openings, including regional sales manager NSW/ACT.

For details on the roles, see [page seven](#).

Can social media influencers really turn beautiful images into sales? Find out in the April issue of *travelBulletin*.

[CLICK to read](#)
travelBulletin

ET 737 MAX crash report released

A **PRELIMINARY** report into the fatal crash of the Ethiopian Airlines Boeing 737 MAX aircraft last month (*TD* 11 Mar) has indicated the impact of a bird strike on a crucial sensor could have precipitated the incident.

The *Wall Street Journal* and *ABC News* in the USA have both cited anonymous sources familiar with the investigation, indicating that debris may have damaged one of the plane's two "angle-of-attack" sensors, which caused software in the Maneuvering Characteristics Augmentation System (MCAS) to receive false readings.

Ethiopian Airlines issued a formal statement in the wake of the report's release, saying "despite their hard work and full compliance with the emergency procedures, it was very unfortunate that they could not recover the aircraft from the persistence of nose diving".

A total of 371 Boeing 737 MAX aircraft across the globe have been grounded pending further investigation, while Boeing has "paused" deliveries on its 4,500-strong order book.

America's Federal Aviation Administration is awaiting MCAS changes from Boeing, with proposed software upgrades under development but also subject to rigorous review.

Boeing has also flagged requirements for more pilot training on the 737 MAX.

Hapag to W Coast

HAPAG-LLOYD Cruises *Europa 2* is set to set sail in 2020/2021 for the west coast of Australia, the cruise line has revealed.

The 2020/21 program also includes sailings in the Mediterranean, western and northern Europe, the Caribbean, Oceania, Asia and across the Indian Ocean to Africa.

Highlights include the 16-day Melbourne to Benoa, Bali cruise featuring Adelaide, Kangaroo Island, Albany, and Busselton.

[CLICK HERE](#) for more.



JET AIRWAYS

Nominated for 2019 NTIA Awards:
Best International Airline - Offline

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Discover the Western Balkans & Adriatic Paradise Cruise

11 DAYS FROM \$2,778* PP Escorted Coach & Cruise tour

*Terms and conditions apply. Prices are per person, twin share and subject to availability. See tempoholidays.com for more information.

Treat for key Intrepid partners

YESTERDAY Intrepid Group hosted a special lunch at Melbourne's Charcoal Lane restaurant, welcoming suppliers, joint venture partners and distributors at the "social enterprise" eatery in Fitzroy supported by Mission Australia.



Pictured above at the event are Helloworld Head of Branded Network, Julie Primmer with Brett Mitchell, Intrepid Regional Director Asia-Pacific.

At **left** is Travellers Choice Marketing Manager, Robyn



Mitchell with Intrepid Travel co-founder Geoff "Manch" Manchester, and at **right** is Helloworld Head of Associate, David Padman with Intrepid CEO James Thornton - more pics at facebook.com/traveldaily.



Your A-Z of industry suppliers

APT Kimberley '20

APT has released its new 2020 Kimberley Cruising brochure, featuring Arnhem Land and the Coral Coast.

Itineraries include to 10-day Grand Kimberley Coast from Broome to Kununurra or vice versa from \$11,195 per person twin share, along with the new 10-day expedition cruise Colours of the Coral Coast aboard the *MS Caledonian Sky*.

To celebrate the launch, APT is offering Superdeal savings incl Fly Free offers for travellers who book before 30 Jun.

More info can be found **HERE**.

Vietnam ret \$550

VIETNAM Airlines has launched a promotional fare deal on all flights travelling from Sydney and Melbourne to Siem Reap, Phnom Penh, Hanoi and Ho Chi Minh City.

Flight prices from Sydney and Melbourne to Siem Reap and Phnom Penh start at \$550 return in Economy class.

The offer is available until 30 Apr and is valid for travel between now and 28 Feb 2020.

Window Seat

AN EIGHT year old boy has been found, following his attempt to leave his home in Astrakhan, southern Russia to experience the world.

The young explorer was brought back home by the police after his mother found a note from him saying he had left to "travel around the world".

According to the *BBC*, the local search team found him walking down a street equipped with encyclopaedias, a toy, money from his piggy bank and a banana.

The explorer told his rescuers that he was already tired from his trip and wanted to rest.

We can't blame him - travel is hard work.



JOURNEY BEYOND THE GHAN 90 year Anniversary

CELEBRATE WITH 3 NIGHTS FREE

BONUS HOTEL STAY IN ADELAIDE OR DARWIN. BOOK YOUR GUESTS TODAY.

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THE TRAVEL PROFESSIONALS

Travel Consultant - Eastgardens

Brand new office - full-time and part-time positions available.

The successful applicant will require the following:

- Minimum 2 years retail travel experience
- Knowledge of GDS systems (preferably Galileo)
- Crosscheck Travel preferred
- Capable and comfortable with working to KPIs
- Able to work 5 days per week including Thursday night and some weekends

To apply please send your application to yohan.circularquay@helloworld.com.au

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THANK YOU FOR NOMINATING FINNAIR AGAIN. WE TRUST YOU CONTINUE TO BE HAPPY WITH OUR SERVICES AND SUPPORT. CONGRATULATIONS ALSO TO OUR BDM LISA MANERA FOR HER NOMINATION IN THE BEST SALES EXECUTIVE - AIR CATEGORY.

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TRAVEL SPECIALS

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

Travellers can save up to \$3,900pp on **Viking Cruises'** Grand European Tour river cruise. Sailing from Budapest to Amsterdam, a Veranda stateroom is priced from \$7,995pp and a French Balcony stateroom from \$6,595pp for select 2019 departure dates. For more info, call 138 747.

Save up to \$2,385pp on **Adventure World Travel's** 14-day Splendours of Chile itinerary. This offer is on sale until 31 May for departure through until 31 May 2020. More details can be found [HERE](#).

AAT Kings is offering the chance to fly free on a selection of Guided Holidays. This offer can be redeemed on the 15-day Outback Adventure itinerary. Prices start from \$6,475pp with return Economy airfares included. This offer is on sale until 31 Jul. View details [HERE](#).

To mark the opening of **Broken Hill Outback Resort's** cabins, **Out of the Ordinary Outback** is offering two night's accommodation in the new spa cabins and one dinner, with the second dinner free along with a bottle of wine. The deal is available for \$430 a couple. Valid for stays until 31 Aug. Call 1300 688 225 for further details.

Azamara Club Cruises has launched a "Buy One, Get One Half Price," plus USD\$500 onboard spending money and free wi-fi across a range of international sailings. Bookings should be made by 31 May. To see full details [CLICK HERE](#).

Komodo tourist ban

INDONESIAN authorities are considering a "temporary tourist ban" from visiting Komodo, the island home of the endangered Komodo dragon, *The Guardian* has reported.

The ban is to allow for conservation efforts and concerns over animal smuggling.

Fremantle refresh

FREMANTLE in Western Australia has launched a new destination brand and visual identity under a six-month brand strategy project delivered by the City of Fremantle, the City's Destination Marketing Working Group and agency Juicebox.

Fremantle Mayor Brad Pettitt said the launch comes at a time of unprecedented renewal in the city, with the impending completion of the \$270m Kings Square Renewal project and significant investment into hotels, hospitality and entertainment.

Fremantle is undergoing change "thanks to a huge level of public and private investment," he said.

CCL pizza anywhere

CARNIVAL Cruise Line pax won't have to go far to get their pizza fix, with the cruise line introducing a "Pizza Anywhere" feature on the Carnival Cruise Line Hub App in Australia.

Each pizza costs \$7 which is automatically charged to guests' Sail & Sign shipboard accounts upon order.

The new app feature is onboard *Carnival Spirit* and will be on *Carnival Splendor* when she arrives in Sydney in Dec.

sbe to Detroit

SBE has announced it has signed its first property for its new brand, House of Originals (**TD** 08 Mar).

The \$72m Temple Detroit, is slated to open in Jun 2020 and will feature 100 rooms, 70 residential units and a sbe restaurant and mixology/nightclub venues.

sbe's pipeline has four new domestic and international projects prospected for the House of Originals brand.

Ponant '20 brox

PONANT has released its Apr to Oct 2020 brochure featuring 63 voyages and 27 new itineraries.

The new options include Treasures of the Black Sea, with a visit to Odessa, Ukraine, and the Iles du Ponant, a cruise around the Ponant Islands coastlines of western France and Brittany.

Other new itineraries such as The Sea of Okhotsk, an expedition to the Russian Far East, Eastern Siberia and Aleutian Islands, are operated in partnership with National Geographic Expeditions.

Guests can also enjoy the Paris Opera Ballet at sea, stroll through traditional Japanese gardens and visit the Grand Cru wineries.

Download the brochure [HERE](#).

Samoa replacement

SAMOA Airways has advised its replacement Boeing 737-800 Next Generation aircraft is scheduled to arrive at Faleolo International Airport today.

Operations will begin tomorrow and as a result there are a number of schedule changes.

Tomorrow's OL855 Apia/Sydney and OL856 Sydney/Apia have been cancelled, with affected customers to be re-routed via Auckland, while OL731 Apia/Auckland and OL732 Auckland/Apia have been rescheduled.

AKARYN multi-gen

AKARYN Hotel Group has expanded its reach beyond couples and corporate travellers by opening its accommodation and activities to all ages.

AKARYN Hotel Group Founder and MD Anchilika Kijkanakorn said "We want to take the hassle out of multi-generational travel so we have brought together some incredible spaces and added a bunch of activities that will bring all the family together".

Emirates' new dish

EMIRATES celebrated the launch of its Emirates Food Channel on its inflight entertainment system by organising a foodie comp for employees.

Cabin crew member, Jeeye Kang, came out on top with her winning dish, Tofu Royale, which will be served on board to Aussies travelling to Seoul via Dubai for three months this year.

TECHNOLOGY UPDATE

Today's Technology Update is brought to you by Instant Travel

Instant Travel Delivers Game Changing Platform to Give Travel Agents the Competitive Edge



We're pleased to announce the launch of the all-new Instant Platform. Designed with versatility in mind it provides very defined

solutions for both leisure and corporate travel agents; Built from the ground up, it includes a brand new mapping tool which delivers one of the highest mapping accuracies in the market.

The system delivers a fresh intuitive user experience incorporating sophisticated filters that enable travel professionals to offer a more personalised service to their clients. It offers an extensive choice of accommodation facilities including business centres, libraries, bowling alleys and Netflix. Specialized meal plans are also available including Halal and Kosher food. A popular feature is the 'Pay at the Hotel' option with the ability to incorporate a booking fee.

For clients that work via api; there is good news too. The system api is JSON based which gives quicker responses, faster development time (which saves money) and easy to integrate. It also has a more versatile design capability and it is fully mobile for all whitelabel clients including B2B, B2C or closed user B2C.

We believe that the new Instant platform is a real game changer for our clients. Initial feedback has been very exciting and we are very proud of it. We look forward to showcasing its innovative features to all our partners in the coming weeks.

To start booking today visit au.b2b.instant.travel or to request log-in credentials please email registrations@instant.travel

Darryl Ismail, CEO, Instant Travel

Instant
TRAVEL

CORPORATE UPDATE

Wyndham Quinta

WYNDHAM Rewards has added the La Quinta brand to its portfolio and announced new program benefits.

Members can now earn and redeem Wyndham Rewards points at more than La Quinta hotels in destinations including Dallas, Miami, San Francisco, Seattle and Toronto.

The new program benefits see the introduction of three redemptions tiers, with free nights now starting at 7,500 points per bedroom per night and points + cash award nights now start at 1,500 points per bedroom per night, plus some cash.

It has also added the ability to earn up to 10 points per dollar spent when shopping online with select retailers through WyndhamRewards.com.

Wyndham flagged plans to earn points booking tours and experiences through Wyndham Rewards with Viator.

CWT strong growth

CWT has reported a strong performance for 2018, with transaction volume up 6.1%, revenues up 4.9%, and US\$1.7b in contracted new sales, which was driven by growth in North America and Asia Pacific.

For the year ending 31 Dec 2018, the company saw transactions rise 3.3% to 62 million, increased its investment in technology by 20% and had a client retention rate of 96%.

"I am pleased to be able to report on a great year for our business – our strategy gained further traction and we delivered good growth, while successfully implementing transformational changes across our company," said President & CEO Kurt Ekert.

"Q4 2018 was our sixth successive quarter of traffic and revenue growth - and 2018 revenue, EBITDA and Adjusted EBITDA are all up comfortably on 2017," he added.

Qatar expands rewards

QATAR has expanded its Beyond Business by Qatar Airways corporate rewards program across its network, following a launch in Europe, the Americas and Qatar in Jan.

The program uses a new currency called "Qrewards", which can be earned by small and medium-sized enterprises and redeemed on any Qatar Airways flight with available seats.

Beyond Business by Qatar Airways presents three new reward tiers, Elevate, Accelerate and Ascent, which unlock faster earning and benefits, including fast track Qatar Airways Privilege Club Gold status, lounge access, and upgrades.

"As a preferred carrier for business travellers, Qatar Airways recognises the importance of offering a premier corporate rewards program," Qatar Airways Chief Commercial Officer Ehab Amin said.

"What makes this scheme truly unique is that it enables small and medium-sized enterprises to be rewarded for their bookings and enjoy special benefits that make business travel even more rewarding," he added.

A new full-service account portal is available to book flights,

redeem Qrewards, and access reporting which aims to help users manage their travel budget.

To mark the rollout, Qatar Airways is offering 3,000 Qrewards for all new accounts created in Asia-Pacific, Middle East and Pakistan and Africa until 03 May 2019.

Bonus Qrewards will be credited to the account within a week of qualification.

For more information on the initiative, [CLICK HERE](#).

FCM promotes

FCM Travel Solutions has promoted Head of UK Sales Graham Ross to the position of UK General Manager.

Ross will be charged with leading the TMC's team of UK-based BDMs.

He joined FCM as UK Sales Director in 2012, bringing some 12 years corporate travel experience and in 2015 he was promoted to Head of UK Sales.

He will take over from Jo Greenfield who has been appointed as parent company Flight Centre Travel Group's Corporate Land Leader - Europe.

Both will assume their new roles on 24 Apr.



Travel Daily



Sustainability AWARDS

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If your business is leading the way when it comes to sustainability, enter now!

Entries close 12/04/2019.

CATEGORIES

- Culture & Communities
- City based business / operation
- Coast, Coastal business or operation
- Ocean or ocean based cruise operator
- Land, land based supplier or hotel/resort
- River or river based cruise operator
- Ecotourism
- Airline

BARA productivity

THE Board of Airline Representatives of Australia (BARA) has raised concerns over the Productivity Commission's understanding of the relationships between airlines and Australian airports, in its supplementary submission to the Commission.

BARA said the Commission appeared to have accepted statements from airport operators about their service agreements, without question.

"BARA considers the airport operators' claims and the Commission's draft findings and conclusions are not grounded in the practical commercial content of the airport services agreements," BARA said.

The organisation highlighted airlines' \$16.3m hit as a result of mishandling of direct check-in of international passenger's luggage at Australian airports, while Australian airport operators did not suffer any financial penalty.

IATA Feb stats

DATA from the International Air Transport Association (IATA) revealed global passenger demand climbed 4.6% in Feb compared to Feb 2018.

However, the trend reflects a slowdown in growth from Jan's rate of 5.9%.

Asia-Pacific-based airlines saw a substantial decline in passenger traffic from the 7.2% growth in Jan to 4.2%, with the timing of the Lunar New Year a factor.

Raffles to India

ACCOR is bringing Raffles to India, announcing it will open two new hotels, Raffles Jaipur and Raffles Udaipur.

The 101-room Raffles Udaipur is expected to open in mid-2020, and is located on a 21-acre private island in Udai Sugar Lake.

Raffles Jaipur is due to open in 2022 and is located close to a number of tourist attractions including the Jal Mahal palace.

Retail Consultant

Looking for a sea change – a boutique travel agency in Sutherland Shire is looking for an experienced **Retail Consultant**.

Min 3 years Retail Experience preferred.

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Travel Daily
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Travel Daily is part of the Business Publishing Group family of publications.

Produced each weekday since 1994, Travel Daily is Australia's leading travel industry publication.

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WIN A TRIP TO AFRICA



Terms and conditions

This month Acacia Africa and Travel Daily are teaming up to give two agents a 14-day Southern African Magic open age Small Group Safari. You can also take a friend for 50% off the tour price.

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Visit www.acacia-africa.com for your chance to win a trip to Africa. To win, answer each question correctly and have the most creative final answer. Send your entries to acacia@traveldaily.com.au

5. YES or NO – Do Australians need a visa to enter South Africa?
Hint: [CLICK HERE](#)

GOT studio tour

VISITORS to Ireland will have a new destination to add to their itineraries in 2020, when the *Game of Thrones* (GOT) Studio Tour opens.

With the HBO-hit series coming to an end this year, fans will be able to experience the world of Westeros and beyond, at Linen Mill Studios, Banbridge, half-way between Dublin and Belfast.

It is the first in a series of GOT projects announced by HBO.

W Bali - Ubud

W HOTELS Worldwide is bringing its W Escape brand to Ubud with the signing of W Bali - Ubud.

The property will offer 100 guestrooms, including 10 villas with private swimming pools.

There will be two pools, a sunset bar and a spa.

EL AL Taxi Pool

ISRAELI airline, EL AL, has launched Taxi Pool, a ridesharing service aimed at helping passengers cut costs when travelling from airports to their hotels.

The service is open to passengers of any airline, pairing hotel guests who are landing around the same time to catch a cab together.

Contiki podcast

CONTIKI aims to give young adventure-hungry travellers food for thought with its new *Out of Office* podcast series, which was launched this week.

Episode one focused on the rise of Scottish trad music, the weird and wonderful foods of Japan and five things to do in Asia before you're 30.

Subscribe to the series on iTunes, Google Play or other services.

Our family is growing

come and join us



At Globus family of brands, our success is driven by our people; not only do we strive to make travel enriching for our clients, we also shape the careers of our people. Built on a solid foundation of integrity, collaboration, passion, accountability, courage and service—the Globus family of brands experience is challenging, rewarding and fun.

We are expanding our Sales Team and are scouting for new talent to join the family.

REGIONAL SALES MANAGER NSW/ACT

PRIMARY JOB DUTIES

- Responsible for all aspects of managing an efficient sales team
- Build and maintain relevant networks and relationships with travel industry professionals
- Continually monitor sales activity and effort
- Recruit, develop and mentor a sales team

WHO ARE WE LOOKING FOR?

- Minimum 5 year's experience in sales
- Exposure to managing and motivating a sales teams
- Well-developed verbal and written communication skills
- Strategic thinking and forward planning skills
- Flexible to travel domestic & international as required

NATIONAL ACCOUNT MANAGER BRISBANE BASED

PRIMARY JOB DUTIES

- Manage strategic relationships with key agents
- Build and maintain relevant networks and relationships in the industry
- Represent Globus family of brands to a high standard
- Develop new opportunities in the promotion and sales of all our products

WHO ARE WE LOOKING FOR?

- Minimum 5 year's experience in sales and marketing
- Extensive experience in developing and implementing account sales and marketing programs
- Demonstrated experience in the creation, development and execution of sales promotion initiatives
- Strong negotiation, presentation and interpersonal skills

BUSINESS DEVELOPMENT MANAGER QLD SOUTH

PRIMARY JOB DUTIES

- Achieve sales targets
- Work towards a strategic plan
- Build and maintain rapport with travel agencies and consultants
- Conduct regular seminars, film nights and consumer promotions

WHO ARE WE LOOKING FOR?

- Minimum two year's experience in sales
- Comprehensive knowledge using a CRM System
- Excellent verbal, written communication and presentation skills
- Self-motivated and achievement orientated

BUSINESS DEVELOPMENT MANAGER VIC NORTH

PRIMARY JOB DUTIES

- Achieve sales targets
- Work towards a strategic plan
- Build and maintain rapport with travel agencies and consultants
- Conduct regular seminars, film nights and consumer promotions

WHO ARE WE LOOKING FOR?

- Minimum two year's experience in sales
- Comprehensive knowledge using a CRM System
- Excellent verbal, written communication and presentation skills
- Self-motivated and achievement orientated

If you are interested, please apply today!

For all applications please visit our Careers page via <https://www.globus.com.au/why-globus/careers>

For any further enquiries regarding these positions, please contact hr@globus.com.au

We are delighted to be nominated in this year's NTIA Awards and would like to ask you to help us become a finalist! It's as easy as voting for us as your favourite agency support service.

It will take five minutes to complete:

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'BEST AGENCY SUPPORT SERVICE'



<https://www.surveymonkey.com/r/2019NTIAVoting>

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Assistant Accountant | Tramada Specialist

Sydney, to \$60k + Super, Ref: 3952PE1

My client, an award winning boutique Corporate travel company are seeking an assistant accountant with Tramada expertise, Working with other experienced professionals, this is a varied role requiring a high level of attention to detail for preparing, managing, reconciling payments from suppliers and customers for a leading travel company with an emphasis on delivering outstanding experiences for clients, suppliers and team members. You will also prepare bank reconciliation's payments.

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

Sales Representative - Travel Industry

Sydney, Up to \$60k + Bonuses, Ref: 3974JB1

My client is seeking an experienced Sales Representative for the Perth/WA region! The role involves working with existing accounts and also seeking new business. The successful candidate will need their own car and have an office set up available to them. Responsibilities of the role include striving to exceed sales goals, identifying regional trends and implementing strategies to remain competitive in the market and representing the company at industry events in a professional manner.

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

Groups Travel Consultant - Ski Focus

BNE CBD, OTE MIN \$60k + FamiIs, Ref: 1842AW6

Are you a Travel Consultant who loves to sell ski? Want to challenge yourself and consult for adventure, school and social GROUPS? Want to focus your energy and sales ability to a niche wholesale brand? Then this role is for you! Work in wholesale and Earn top \$\$\$ I am looking for ski enthusiasts who have already hit the slopes & looking to share their ski knowledge & passion! Working Mon-Fri with occasional Saturday in a NON face to face role! Your chance to hit the slopes! APPLY NOW!

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

Marketing Operations Executive

Melbourne, Circa \$70k, Ref: 4001HC1

Looking for a new challenge in marketing & want to make a brand new role your OWN? This is a newly created role & integral part of the company's future development & also success in the Australian market. This is truly a unique role combining marketing and operations in travel and a fantastic career move! The successful applicant will have both marketing & operations in the travel industry and possess strong organisational skills. Great Salary Package on offer for up to \$70k.

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

Team Leader | Boutique Agency

Sydney, \$65-\$70k + Perks, Ref: 1346AJ1

This highly regarded and well established boutique Retail Travel Agency is currently searching for an experienced Team Leader to lead and motivate a team of experienced consultants to new heights. They are due to move to a larger and brand new store in February and specialise in creating individual tailor made itineraries. This agency pride themselves on their customer service levels, putting in the extra time to really listen to their customers and personalise their itineraries.

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

After Hours Part Time Consultant

Brisbane, \$65k + Penalty Rates, Ref: 3124SZ5

Looking after the UK & European corporate market working on a 24 hours roster with flexibility, this role will suit someone that can work 60% equivalent to a full time consultant and want that work / life balance. On top of the salary package, there are penalty rates for working any hours between 1am - 6am and also overtime should you be held back with a client. If you have good GDS knowledge, able to handle pressure & a quick thinker/proactive worker, this could be your ideal role.

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

Business Development & Account Manager

Brisbane, Circa of \$90k, Ref: 1413CGA1

An exciting opportunity is available for someone experienced within the hotel sector, tourism or travel industry. You will manage existing accounts and have the ability to think analytically to increase revenue and exposure to the business. This role will be both strategic and personable, where the Account Manager must have people and communication skills to build on relationships. Ability to work autonomously without supervision is important in this role. RARE opportunity, APPLY NOW!

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

Travel Consultant | Boutique Agency

Melbourne, \$40-50k + Bonuses, Ref: 3889MT1

Do you want to work for a boutique travel agency with an amazing tight knit team and earn a great salary with bonuses and have a piece of the business? APPLY NOW!!! This is an amazing opportunity for a 2 year experienced travel consultant to create luxury travel packages for a large client base. You will be working from Monday to Friday with the occasional Saturday. You will also be working towards targets and in turn will be rewarded by earning an uncapped commission structure.

For more information please call Mark on
(03) 99 88 0616 or click [APPLY](#) now.



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