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Travel Daily

First with the news

Wednesday 2nd October 2019



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RCCL book to win

AGENTS who book guests on Royal Caribbean Int'l, Celebrity Cruises and Azamara itineraries before 31 Mar will have a chance to win one of three cruise prizes, as part of the company's Set Sail Consultants Rewards incentive. More on the **cover page**.



ADVENTURE WORLD TRAVEL

2020/21 **INDIA COLLECTION**

OUT NOW

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MEL screening upgrade

PASSENGERS passing through Melbourne Airport's Terminal 4 no longer need to remove laptops and liquids from their carry-on luggage, with the Australian-first implementation of new Computed Tomography (CT) x-ray systems effective from today.

The system has been installed in partnership with Smiths Detection, and has been highly popular with travellers since a trial was first run at Melbourne Airport last year (**TD** 28 Nov 2018).

The HI-SCAN 6040 CTiX system provides the highest level of detection using 3D images with low false alarm rates, according to Smiths Detection.

"It delivers advanced explosives

detection and can allow for electronics and liquids to remain in bags, helping to expedite the screening processes," the company said.

MEL Terminal 4 has four new security lanes using the scanners, with two more to be added in T4 in the next few months, along with seven in Terminal 2.

Scenic 2018 drought

SCENIC Luxury Cruises & Tours says no guests have come forward at this stage in relation to a potential class action against the company in connection with last year's summer drought in Europe, which led to very low water levels on some rivers.

The company confirmed it had been asked to provide documentation for some 2018 cruises impacted by the conditions (**TD** yesterday), but was "reviewing our right to appeal this decision".

Today's issue of TD

Travel Daily today has eight pages of news, a front cover page for **RCCL** plus full pages:

- Albatross Tours
- Travel Trade Recruitment



VIVA HOLIDAYS

WIN YOUR SPOT ON THE ULTIMATE HARRY POTTER AND THE CURSED CHILD FAMIL!

PLUS, FORTNIGHTLY PRIZES TO BE WON!

FIND OUT MORE

J.K. ROWLING'S **Harry Potter AND THE CURSED CHILD**

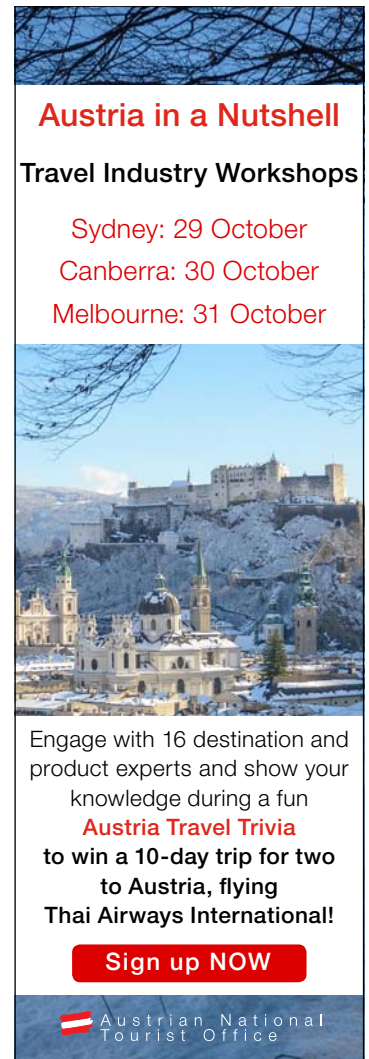
— THE STORY CONTINUES ON STAGE —

EXCLUSIVE TO MELBOURNE

Albatross savings

SAVINGS of \$300pp can be secured on bookings for Albatross Tours' small group itineraries to Europe and the UK made and deposited by 31 Oct.

The offer includes the 18-day Magnifico Spain and Portugal. See **page nine** for details.



Austria in a Nutshell

Travel Industry Workshops

Sydney: 29 October
Canberra: 30 October
Melbourne: 31 October

Engage with 16 destination and product experts and show your knowledge during a fun **Austria Travel Trivia** to win a 10-day trip for two to Austria, flying Thai Airways International!

Sign up NOW

Austrian National Tourist Office



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Travel Daily

Wednesday 2nd October 2019



Discover More

TOMATO TRAVEL

Agents, give your customers the Japan holiday they deserve.

Open water *Encore*

NORWEGIAN Cruise Line's new ship, *Norwegian Encore*, has departed the Meyer Werft shipyard in Papenburg, Germany, and started her conveyance to Eemshaven, Netherlands.

She will now undergo sea trials ahead of her delivery on 30 Oct.

bonus nights, bonus tours

IT'S TIME



C&K India cuts unpaid staff

THE financial crisis at Cox & Kings (C&K) India - which precipitated the catastrophic collapse of Tempo Holidays and Bentours (*TD* 20 Sep) - continues to take casualties, with allegations the company abruptly terminated a number of staff within its Indian operations this week.

According to some of the impacted employees, they had not received any salary for the last three months, and have now been told their positions are redundant, reports Indian website *HW News Network*.

Miller to Pier One

ELLIOTT Miller has taken a new role as Director of Sales at Pier One Sydney Harbour.

Miller returns to Australia from Bali where he was most recently Group Director of Sales & Marketing for Karma Group.

He was also formerly Director of Sales for Adventure World.

Employees claim to have been assured they would be paid for Jul, Aug and Sep this week, but instead received an email confirming they were no longer required, effective immediately.

Cox & Kings India CEO Peter Kerker was one of the directors of Tempo Holidays Pty Limited, which was placed into administration last month putting 90 Australians and New Zealanders out of work.

The Indian parent company also last Fri was asked to surrender its IATA ID card (*TD* yesterday), while Cox & Kings' statutory auditors in India have also tendered their resignation effective immediately due to "absence of any committed timelines" for publishing of the company's Q1 results, which were due 30 Jun.

Tomorrow the administrator of Tempo Holidays/Bentours, William Buck, will hold the first meeting of creditors in Melbourne.

Six Senses Galapagos

SIX Senses Hotels Resorts Spas will open its first resort in the Galapagos Islands in 2021.

Six Senses Galapagos will be located on San Cristobal Island and its design will focus on sustainability and feature an Earth Lab and Experience Center.

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Receive **FREE** Internet, **FREE** Shore Excursions, House Beverage Package & Shipboard Credit!

ON SALE UNTIL 31 OCTOBER 2019

OCEANIA CRUISES® SEVEN OCEANS CRUISING

How many yachts can the big travel execs afford to buy with their earnings this year? Find out in the October issue of *travelBulletin*.



CLICK to read
travelBulletin

Fuel group slams BP, QF deal

ENDEAVOUR Petroleum, the owner and operator of a number of petrol stations in Victoria, has blasted the proposed alliance between BP and Qantas (**TD 04 Sep**), saying that despite being a reseller of the fuel company for 35 years it had received “no prior knowledge and no information” about the ACCC application to authorise the agreement.

Under the proposed deal, QF will become the “cornerstone” of a new BP customer loyalty program, with fuel buyers able to earn Qantas Frequent Flyer points and Qantas Business Rewards points if the pact is authorised.

If it goes ahead, the deal will replace BP’s long-standing partnership with Virgin Australia.

Endeavour Petroleum said it had not been given any details of the cost structure of the program.

“We already pay a premium for fuel purchased from BP, compared to our competitors,

and costs incurred by participating in this program...may ultimately be passed onto customers.

“Many of our customers may already be Qantas Frequent Flyer members therefore their participation in this program means more costs to our business,” the company said.

Endeavour raised further concerns in relation to the appointment of other program partners, the use of customer data and whether participation in BP Rewards and/or Qantas Business Rewards would be mandatory for BP resellers.

“We are not in favour of this proposed loyalty program,” the company said, noting that many clients had supported the Velocity program put together by BP.

“Now BP either wants to abandon these customers’ loyalty to Virgin, or try to make them convert to the competitor, Qantas,” Endeavour concluded.

AFTA cuts agency

THE Australian Federation of Travel Agents has in recent weeks terminated the ATAS participation of Vantage Travel Pty Limited (ABN 746 185 084 46) due to “failure to satisfy section 2.5 Business Compliance and Governance criteria of the ATAS charter”.

Vantage Travel is based in the Sydney suburb of Lidcombe.

Meanwhile, the website of Melton Travel Centre which was terminated early last month for the same reason (**TD 06 Sep**) continues to indicate that the agency is ATAS accredited.

Dynamic ATPCO

GLOBAL aviation pricing and data source ATPCO has launched a new model for dynamic pricing, allowing airlines to complement their standard pre-filed fares with a new dynamic model.

Information available through ATPCO (Airline Tariff Publishing Co) is a key input to GDS.

The enhancement is based on three different approaches: Optimised Pricing, which expands standard pricing with pre-determined offers, allowing airlines to increase the number of price points; Adjusted Pricing which uses an airline’s engine to choose pre-filed fares or adjust a previously filed product; and Continuous Pricing which enables fully personalised offers with minimum/maximum pricing.

ATPCO said the new options would help optimise yields.



Window Seat

IF A passenger can’t travel to space, then why not bring space to the passenger?

That may be the idea behind Air New Zealand’s latest creation, a new pillow that uses technology originally developed to keep astronauts cool.

Offered to the airline’s Business Premier class on board its Chicago route, the new hypoallergenic pillow aims to aid sleep by regulating body temperature by absorbing heat as the skin gets hot, and releasing it as the skin cools.

The “space-tastic” sleep aid is available alongside the All Birds eye mask on the route - and we expect users are over the moon with the results.

HLO TravelEdge acq

HELLOWORLD Travel (HLO) has announced it has officially completed its acquisition of the TravelEdge Group (**TD 24 Sep**).

The company’s Chief Executive Officer Andrew Burnes said the company was excited to welcome TravelEdge into the group.

“We look forward to continuing to provide outstanding service to TravelEdge’s many corporate, educational institution and leisure clients throughout Australia and New Zealand,” he said.

The venture will complement HLO’s existing AU/NZ portfolio.

UTracks "boldest"

UTRACKS has released its Active Europe brochure, which the tour operator is describing as its "boldest" ever.

The catalogue includes 84 pages, 40 destinations and over 460 active tours throughout the continent.

The 2020 selection includes 35 new tours, from England's Thames Path East Walk to Turkey's Lycian Coast Cycle.

A highlight is the new eight-day self guided Pieniny and Tatra Mountains walk, which explores the high trails of the Tatra range and includes a visit to the Niedzica castle, gothic wooden churches of Debno and the town of Zakopane.

New Apollo mission

APOLLO Tourism & Leisure has appointed its President North America Kelly Shier as Group Chief Financial Officer.

Shier will take over the position on 11 Nov, which is currently held by Karl Trouchet, who will move into the newly created Executive Director Strategy & Special Projects role.

Kristen Evans will take over as President North America and was most recently Financial Controller at recreational vehicle rental and sales company CanaDream, which was purchased by Apollo Tourism & Leisure in 2017.

Apollo Tourism & Leisure recently reported a 76% decline in annual profit (*TD* 29 Aug).

Tertiary joins Trav Choice



TERTIARY Travel is the newest member of Travellers Choice.

Tertiary operates three outlets, in Homebush and Rooty Hill, NSW, and West Perth, WA, and serves the members, family and friends of parent company Teachers Mutual Bank.

"Clearly our two organisations share similar cultural and business philosophies," said Travellers Choice General Manager Sales Nicola Strudwick. "As fellow members of the Business Council of Co-

operatives and Mutuals, we are both focused on delivering the maximum benefits and returns to our customers, who also happen to be our sole shareholders."

Pictured celebrating Tertiary joining the network are: Darryl Laverty, General Manager Tertiary Travel; Nicola Strudwick, General Manager Sales Travellers Choice; Paula Moylan, BDM ACT/NSW Travellers Choice; Karen Magee, Manager Tertiary Travel; Steve Lowe, Senior Travel Specialist Tertiary Travel.

GROUP (Corporate) Consultants

QBT A member of the Helloworld Group



We are currently recruiting for a position within our QBT Groups Team. We are searching for driven Corporate Consultants, ideally with experience in corporate group travel to fill these exciting roles.

We are looking to attract consultants that enjoy a fast paced, dynamic and rewarding environment.

Located in Sydney, you will play a key role in:

- Co-ordinating the domestic and international travel of various groups from a diverse and prestigious portfolio of clients
- Using your expert technical travel skills to confidently manage our clients travel requests
- Working collaboratively with all members of the team to ensure every group booking made with QBT is a success

No two days will be the same as every customer and their travellers' requirements bring variety to the role. Candidates should have a passion for the travel industry along with exceptional customer service and communication skills.

A passion for, or experience with, sporting groups will be highly regarded.

For more information [click here](#).



Airlines satisfying flyers

FULL service airlines operating out of Singapore's Changi Airport have seen their consumer satisfaction rating rise over the last 12 months, a report reveals.

Data from the Singapore Management University Institute of Service Excellence found passengers rated Singapore Airlines as the top carrier, recording a satisfaction rating of 78.8 (up 0.7 on the 2018 score), ahead of Garuda Indonesia (77.3 - up from 76.4), with the industry average rating for full service airlines at 75.3 (up from 74.5).

Qantas was ranked fifth by passengers who took part in the Institute of Service Excellence's survey, climbing almost a full point to 74.8, behind Emirates (76.4) and Cathay Pacific (75.3).

While the full service carriers recorded improved customer satisfaction scores across the board, Scoot's three-point fall

saw the budget airline's overall performance fall from 73.1 in 2018 to 72.4.

However, Qantas offshoot, Jetstar Asia, saw an improvement in its passenger satisfaction score, hitting 73.1 (up from 72.4 in 2018), 0.1 points behind AirAsia, which jumped a full point to claim the top spot in the category.

Jetstar Asia CEO Bara Pasupathi said the results were a strong indicator that the airline's customer-focus and investment in innovation was paying-off.

"As a pioneer in Changi Airport for self-service check-in and bag drop since 2015, the customer satisfaction index for the airline has improved year-on-year illustrating that our investments in innovation, upskilling team capabilities and customer engagement has reduced queues... and customers are delighted," he said.

LOS Angeles Tourism, Universal Studios Hollywood and Virgin Australia, hosted a cocktail event for 50 Australian-based travel agents at Emporium Hotel Southbank in Brisbane on 23 Oct.

Los Angeles Tourism VP of Int'l Tourism Kathy Smits, and Universal Studios Hollywood SVP of Sales Dennis Quinn, were among the LA reps there to lead the discussion.

As they sipped LA-themed cocktails, travel agents were given the latest updates on LA, in particular, Los Angeles International Airport and Universal Studios Hollywood.

A talking point at the event was the 30 new hotels set to open

across the city over the next four years, particularly in Downtown LA and Hollywood and the 2020 opening of the Academy Museum of Motion Pictures.

Pictured are: Kathy Smits, VP International Tourism Los Angeles Tourism; Stephanie Nakasone, Senior Director, Int'l Tourism Los Angeles Tourism; Craig Gibbons, Regional Director Oceania Los Angeles Tourism; Marie Mulhearn, Senior Manager, Int'l Sales and Marketing Universal Studios Hollywood; Kathleen Finneran, Trade Manager Oceania Los Angeles Tourism and Dennis Quinn, SVP Sales Universal Studios Hollywood.

Final call for Emirates

RARE FARES

✈ EUROPE FROM \$1,319* RETURN

Emirates Rare Fares to the UK and Europe are ending soon. Lock in Early Bird flights for 2020 now for great savings. Be quick, offer ends 6 November 2019.

| DESTINATION | ECONOMY CLASS RETURN FROM (AUD) | BUSINESS CLASS RETURN FROM (AUD) |
|----------------|------------------------------------|-------------------------------------|
| Portugal | \$1,319* | \$7,299* |
| United Kingdom | \$1,329* | \$7,249* |
| Spain | \$1,399* | \$7,289* |
| Italy | \$1,409* | \$7,299* |
| Switzerland | \$1,419* | \$7,309* |
| France | \$1,469* | \$7,409* |
| Germany | \$1,519* | \$7,399* |

emiratesagents.com/au

FLY BETTER

*Advertised fares are for Business and Economy Class return travel departing from Melbourne inclusive of taxes and surcharges, correct as of 25 September 2019, subject to currency fluctuation and availability. Offer ends 06 November 2019. Business Class fares are for travel commencing between 1 February and 10 October 2020. Economy Class fares are for travel commencing between 1 February and 20 March 2020, 30 March and 31 May 2020, 1 September and 10 September 2020, 20 September and 10 October 2020. Higher levels apply for other travel periods. Flight restrictions, day-of-week surcharges, inbound blackout periods, amendment and cancellation fees apply. Additional travel periods, destinations and fares are available from Adelaide, Brisbane, Sydney and Perth. Further terms and conditions apply. For full terms and conditions, please visit emiratesagents.com/au, or call Emirates on 1300 880 599. Offer subject to change.

Quest, AAoA deal

QUEST Apartment Hotels has struck a three-year partnership with the Accommodation Association of Australia (AAoA) to promote the interests of franchisees.

“The Quest franchisee network manages a large number of assets, staff and guests that support the tourism industry in Australia,” said Quest COO David Mansfield.

“It is therefore vital that hotel franchisees are taken into consideration by Australian regulators and policy makers when matters that affect the tourism industry are being addressed.

“This partnership will also help reduce barriers to investment, generate business opportunities and ensure franchisees understand their rights and obligations.”

Quest also recently made its debut in the UK (**TD** 27 Sep).

Hahn Air members

GERMAN airline and distribution specialist Hahn Air has expanded its network with seven new partner airlines, including its first from Australasia.

Air Chathams, New Zealand’s largest privately-owned airline, is the first carrier from the region to join Hahn’s network of more than 350 airlines, using the HR-169 product, which makes its flights available to travel agents on the HR-169 ticket.

“Hahn Air’s HR-169 product puts our flight inventory on the global market,” said 3C Airline & Charter General Manager Duane Emeny.

Air Chathams services eight NZ domestic destinations and recently introduced its first scheduled international pax flight from Auckland to Norfolk Island.

Other airlines to join the ticket are Air Peace, Amazonas Uruguay, Jeju Air, MAYAir, RavnAir Alaska and Southern Airways Express.



DISCOVERY Travel Centre’s Adriana Sultan-Pollock, has landed a Samsonite 55cm Octolite Spinner cabin bag after winning the **Travel Daily** and ANA competition last month.

The Sydney-sider bagged the top prize for her response to the question - Where would you like to visit in Japan and why?

Sultan-Pollock said she would like to take in the beauty of Tokyo’s Shinjuku-Gyoen Gardens when the cherry blossoms are in bloom before taking “an evening cruise on Toyko Bay on the Yakatabune - what a wonderful experience cruising along on

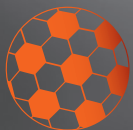
an old-fashioned houseboat, enjoying a lovely Japanese meal and sightseeing along the way”.

“I would like to stay at a Ryokan and experience a truly traditional Japanese accom (in Kyoto).”

“In Hiroshima, I would like to visit the Peace Park and Museum.. paying my respect to the many people who lost their lives.”

She added that she would also like to experience ANA’s “five-star service” first hand.

Pictured are: Discovery Travel Centre Cruise and Travel Specialist Adriana Sultan-Pollock with ANA Country Manager Brett Walsh.



A-LEAGUE

TRAVEL DAILY

A-LEAGUE TIPPING IS BACK

The top tipper of the season will win the grand prize of Etihad Airways flights, tickets to see Manchester City & ReadyRooms accommodation voucher.

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Air Vanuatu \$399

AIR Vanuatu has dropped the price of flights from Brisbane to Espiritu Santo in Vanuatu, with return tickets starting from just \$399 per person.

The two-and-a-half hour direct flight operates each Tue at 11.10am, with return flights departing at 4pm local time.

The sale is valid until 18 Oct, and is available for travel until 17 Dec, see airvanuatu.com.

One&Only Lexus

LEXUS Australia has partnered with ultra-luxury conservation-based resort Emirates One&Only Wolgan Valley to deliver new experiences to hotel guests.

Guests can now book a seat at the Lexus Long Lunch, which features a three-course menu showcasing regional produce and wines, while also enjoying the comforts of the Lexus RX and LX vehicles during their stay.

Singapore comp winner



MEGAN Hermann from Phil Hoffmann Travel Barossa Valley has been named the winner of *Travel Daily's* Jun competition, sponsored by Singapore Airlines.

Hermann won two return Economy class tickets to Singapore, telling us a Sentosa Island visit to experience

Universal Studios was top of her to-do list for a Singapore stopover itinerary.

Hermann is pictured with her oversized novelty boarding pass.

RWC Japan boost

TOURISM to Japan is experiencing a welcome boost during the Rugby World Cup, according to travel analytics company ForwardKeys.

The firm has reported overall flight bookings to the Asian nation are currently 38.1% ahead for the period 12 Sep - 06 Nov, when compared with the previous corresponding period.

Irish tourists were reported as the top nationals making the trip during the same period, with bookings from the Emerald Isle up 500.3% compared with 2018.

Riviera free cruise

RIVIERA Travel River Cruises is celebrating its second year of trade in Australia by giving agents the chance to win a European river cruise for two in 2020.

To be in the running, participants must complete the operator's new online training module through Online Travel Training before 31 Dec.

The course aims to provide agents with an overview of the company's wide range of products, **CLICK HERE** to register.

WHAT YOU NEED TO KNOW ABOUT NDC

brought to you by Amadeus

What is NDC and where are we now?

Since its inception in 2013, Amadeus has been driving NDC forward with major airlines and travel sellers. In a new six-part series, Justin Montgomery, will cover everything you need to know about IATA's New Distribution Capability.



The travel industry has an oversupply of three letter acronyms. GDS, PNR – the list goes on. Arguably,

the most topical (and most complex) is NDC. In a nutshell, NDC or New Distribution Capability is a messaging protocol based on XML. It's the first step on a wider mission to digitise the entire aviation industry. It lays the foundation for us to build smarter retailing capabilities on top of the NDC protocol, to improve the travel experience and generate more business for airlines and travel sellers. Today, while plenty has been achieved, as an industry we're still at the very beginning of this journey. As NDC implementation among airlines progresses, true standardisation needs to be further enforced and scalability needs to be achieved. For NDC to reveal its full set of benefits, our industry must work together. This is what we're committed to and working towards in our NDC [X] program: helping airline partners like Qantas and Singapore Airlines, create new value and exciting offers with NDC, and integrating new capabilities into our Travel Platform, to improve the booking and service experience for travel sellers like you.

Justin Montgomery, General Manager Australia, Amadeus

amadeus

ACCOMMODATION

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



Anam Resort in Vietnam's Cam Ranh precinct has opened the doors to a new outdoor beach club, aptly named Beach Club. The new venue offers views over Long Beach, with resort guests able to enjoy the outdoor deck, bar offering, food and live music seven days a week, from 10am until midnight.



USA hotel group, Denihan Hospitality, has unveiled a US\$35m upgrade to three of its New York-based properties, the Shelburne Hotel & Suites, Gardens Suites Hotel and Fifty Hotel and Suites. All rooms and public spaces have received a significant facelift, with the hotel group also adding new family-friendly options such as interconnecting rooms and new family-based and child programing.



Raffles Grand Hotel d'Angkor, located in Siem Reap, Cambodia, has reopened its doors following an extensive six-month restoration. All 119 rooms have been refreshed, including the addition of hardwood flooring, brighter interiors, updated coffee machines, and USB charging stations, while all bathrooms now feature Italian tiling, rain showers, and claw baths.

Travelport success

TRAVELPORT'S global awareness campaign of the DPNA Special Services Request (*TD 05 Mar*) has seen a 22% increase in the code's adoption.

The code can be used to alert airlines when a traveller has an intellectual or developmental disability and needs assistance.

Overall, Travelport said since the Travel United campaign launched, there has been a global increase in the use of the code by 89%.

Crown Melb Polish

CROWN Melbourne Metropol has partnered with Polished Man in an effort to end violence against children.

Crown is offering a Get Polished package from \$338 per night, with guests receiving a night in a Luxe Twin room, a 50 Kingpin gift card, a complimentary in-room movie, valet parking and official Polished Man blue nail polish.

Each package will see \$35 donated to Polished Man.



BACK-ROADS Touring recently took 15 travel advisors, including eight Australians, on a famil of Northern France.

Accompanied by Back-Roads' United States-based National Business Development Manager Kristina Zito, the group began in Paris, from where they travelled

to the small towns of Giverny and Honfleur.

From here, they followed the Cider Route towards the village of Beuvron-en-Auge before turning inland to explore some chateaux the Loire Valley.

The group also walked the ramparts of Dinan in Brittany.

Pictured are TravelManagers' Rose Febo and Sharon Ward on the beaches of Normandy at the D-Day memorial.

Ricki-Lee Cruiser

P&O Cruises has teamed up with Gold Coast singer Ricki-Lee Coulter to remaster classic Queensland anthem *Love You Queensland*.

Originally released in the 1980s, the cruise line will play the anthem each time one of its ships sails from Brisbane.

The collaboration also marks one year until flagship *Pacific Explorer* homeports from Brisbane from Oct 2020.

Hertz France rental

HERTZ is offering self-driving tours in France through its new Voyage a la Francaise program.

The offering takes renters on five regional itineraries, each representing one of the five senses, with the first itinerary on offer the Provence-Alpes-Cote d'Azur itinerary, highlighting the scents of the region.

Each tour comes with a variety of premium vehicles to choose from, with the first itinerary also offering a gift box from local perfumer Fragonard, containing lavender soap and perfume.

Hertz's Voyage a la Francaise is currently available from the company's branch at NCE, with an expansion to more locations across the French Riviera taking place this month.

WIN A croatian cruise

This month Sun Island Tours and *Travel Daily* are giving agents the chance to win a seven-night Deluxe Superior Croatian Cruise for two people, valued at up to \$6,713.



SUN ISLAND TOURS
Your Mediterranean Travel Experts

To win, simply tell us which fabulous Sun Island Tours destination is shown in each of our holiday snaps every day during October and have the most creative answer to the final question.

Send your answers to sunislandtours@traveldaily.com.au



Q2. Hint: This town in Italy's Apulia region is known for its 'Trulli', whitewashed stone huts with conical roofs.

Terms and conditions

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BOOK & DEPOSIT BY 31 OCT TO SAVE \$300PP

- Enjoy 3x 3 night stays in Seville, Cascais and Porto
- Plenty of "My Time" included
- Dine at a Spanish Flamenco dinner show
- Relax on a lunch cruise on the Alto Duoro
- Explore Plaza Mayor in Salamanca
- 29 Meals, including breakfast daily



Customer Review
July 2019

The Albatross Tour of Spain and Portugal was right size and perfect length. Our small group was great for mixing and not feeling crowded on the coach. Great tour manager in Luis, and very good coach driver in Fernando, and lots of local guides with information, meant we relaxed and enjoyed the tour. We had a good mix of guided tours and "me" time.

Find out more about the 'Magnifico' Spain & Portugal tour

Over \$1,800 value of extras already included

- Enjoy leisurely 2 and 3 night stays
- Small group size from just 10 to 28
- Genuinely inclusive, no additional on tour costs
- Character hotels in superb locations
- Designed for Australians & New Zealanders
- Your clients will enjoy 'My Time' guaranteed





Working in partnership with the Australian Travel Industry

Inbound Travel Consultant | German Speaking Sydney, up to \$56k + Super DOE, Ref: 4197PE1

Our client is an expanding, award winning & dynamic groups specialist tour operator now seeking an experienced and ambitious German speaking Travel Consultant for the Australia inbound division. Action quotes, Book all components of new reservations & amendments & Prepare final documents for overseas travellers coming to visit Australia. No day is the same as every itinerary created is different to the next, this is an exciting challenge for an experienced consultant to expand their career.

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

Business Development Manager Sydney, \$70-80k + Commission, Ref: 4124SJ2

Do you have sound understanding of Corporate Travel Sales, Business Development experience and a proven sales record? A Travel Management company are looking for a Business Development Manager to assist with their ongoing expansion across the travel market. You will be sourcing new leads, building rapport and developing relationships with key prospects across corporate prospects. I am looking for someone with good corporate networks in Sydney and a hunter mentality ready to enjoy great \$\$!

For more information please call Sarah on (02) 9119 8744 or click **APPLY** now.

Senior Travel Consultant | Boutique, High-end Canberra, \$50-\$55k + Commission, Ref: 1554AJ1

A rare opportunity to join one of the most sought after Retail Travel Agencies in Canberra has just presented itself. This well-established and friendly agency is now on the lookout for an experienced Travel Consultant to join the ranks in order to deliver high levels of customer service to their large and loyal client base. Salary is negotiable depending on experience and the range on offer is up to one of the highest in NSW. A lucrative commission structure is also on offer!!

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

Business Development Manager BNE, Salary + Bonuses, Ref: 4244MT1

I'm looking for someone who has that sales factor about themselves. They're able to build strong lasting relationships with everyone they come across. There is no challenge you can't face and overcome. You have the confidence to back yourself and get the results that are needed. You will grow business and brand awareness by building strong client relationship and travelling state wide to build the brand in new locations. You will have a passion for travel and preferably worked in wholesale.

For more information please call Mark on (07) 3123 6107 or click **APPLY** now.

Wholesale Reservations Agent Sydney, \$50k + Bonuses, Ref: 1788RL2

This well known travel brand is looking for a travel reservations consultant to join their ranks! The ideal candidate should be fun, energetic and sales/customer service focused which is a minimum requirement in upholding the award winning brand image. This company offers very attractive family opportunities for all staff. If you want to kick start your career in a successful company with great career progression then make sure you apply immediately as this will be a sort after role!

For more information please call Ronny on (02) 9119 8744 or click **APPLY** now.

Corporate Travel Consultant Sydney, Up to \$70k + Super, Ref: 1622AJ3

An exciting opportunity has presented itself for an experienced Corporate Travel Consultant. In order to be successful for this role, you will be experienced and confident when dealing with corporate clients. You will be servicing an existing client base and will enjoy both building and nurturing relationships while helping out with every aspect of the clients travel requirements. This opportunity will be in high demand so contact me or apply below if you think you would be the perfect fit!

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

Hotel BDM – Northern Suburbs VIC, Lucrative Salary + Bonuses, Ref: 4227AB2

BDM required for Northern Suburbs hotel. My clients are searching for a team member who will be responsible for local sales and business development in the area. You'll be working closely with senior management and the owners to seek new business and build clientele. Build, manage, and maintain accounts for this widely known and reputable Hotel Company. Come work for this team where your experience in sales will be valued and well rewarded. Interested? Contact me ASAP and APPLY NOW!

For more information please call Anisha on (03) 9988 0616 or click **APPLY** now.

Regional Hotel BDM/Sales Manager QLD, Circa \$90-100k + Bonus, Ref: 6420AW2

I need a Hotel Regional Sales Manager - to work for a national hotel chain along the Capricorn Coast! Establish & Maintain Client Relationships and increase Hotel Occupancy! If you work in hospitality/tourism or travel, love to travel, KPI driven and ready for a new challenge - then this is the role for you! The role will be 60% office based, 40% on the road and is an autonomous role with support from GM of each property – a total of 3! To be considered for the role, send your CV!

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

Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch

