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## New Celebrity marketing manager

**FORMER** CruiseCo Marketing & Communications Manager, Emma Mumford has been appointed as the new Head of Marketing for Celebrity Cruises in Australia and New Zealand.

## Silversea policies

**SILVERSEA** Cruises has eased its new booking and cancellation policies, allowing travellers who make new bookings on sailings departing 01 Jun-31 Dec 2020 to cancel up to 30 days before departure.

## One for the Ages

**TRAVEL Daily's** highly anticipated Sustainability Summit is just around the corner, boasting an esteemed line-up of speakers including Hurtigruten's Head of Sustainability Naomi Ages. See **page 10** for more information and ticket prices.

## EK, NZ cut change fees

**ZERO** change and reissue fees are part of Emirates Airlines' updated waiver policy, announced yesterday due to the COVID-19 situation.

Passengers can now change dates or re-issue their ticket without penalty, with the new policy to apply to all new tickets issued from yesterday until 31 Mar, regardless of travel date.

If there is a difference in the airfare or applicable taxes due to the reissue or reroute of the ticket, the additional amount will be collected, the airline noted.

EK has also launched a range of special fares, including return flights from Melbourne to the UK from \$1,289.

**MEANWHILE**, change flexibility on new international tickets has also been introduced by Air New Zealand, on booked and ticketed stock from yesterday to 31 Mar.

The updates apply to international flights departing

Australia only, with standalone domestic New Zealand bookings facing standard change and refund rules.

"Customers who purchase an international ticket between these dates will have the standard change penalty waived should they need to amend their flight dates, regardless of the number of changes made," Air New Zealand said, with normal fare differences to apply if booking classes are not available at the time of rebooking.

## Mickan to G Adv

**MICHELLE** Mickan is relocating from Adelaide to Melbourne to take up a new role as Director of Marketing for G Adventures ANZ.

She has been Head of Marketing & Product at Phil Hoffmann Travel since 2012.

## CATO sponsorship

**THE** Council of Australian Tour Operators (CATO) has locked in Globus Family of Brands as the platinum sponsor for its awards.

The 2020 CATO Awards will take place at the Hyatt Regency Hotel Sydney on 23 Oct.

## Today's issue of TD

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

- Travel Trade Recruitment
- **TD** Sustainability Summit

## Viking understands

**VIKING** Cruises is offering the option of cancelling or postponing cruises up to 24 hours before any departure without incurring any extra fees.

For more information on the updated cancellation policy - see the **front page**.

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**MORE DETAILS**

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## Flybe flames out

**BRITISH** regional carrier Flybe has been placed into administration, citing the impact of coronavirus as the “final straw” in its struggle for survival.

Flybe, based in Exeter, was taken over by a Virgin Atlantic-led consortium last year, and controversially applied for assistance from the UK Government believed to involve the deferral of a £100 million Air Passenger Duty payment.

Officials announced a rescue deal just two months ago, but in a statement issued overnight, CEO Mark Anderson said Flybe had been “unable to overcome significant funding challenges”.

“The UK has lost one of its greatest regional assets,” he said.

Flybe was Europe’s largest regional airline, operating flights to 57 destinations.

The AFTA Chargeback Scheme removed ACS coverage for Flybe earlier this year (**TD 29 Jan**).

## Force for Good to LA

**TRAVEL** industry International Women’s Day event, A Force For Good, will expand to Los Angeles next year, founder Helene Taylor announced to attendees at today’s event in Sydney’s Dockside.

It will be held in Los Angeles on 18 Mar 2021 for the travel, tourism and hospitality industries with American Airlines as the major sponsor.

Los Angeles will become the third city to hold a Force For Good event and follows this year’s expansion into New Zealand, which will be held at the Crowne Plaza Auckland on 09 Mar.

“After being asked for several years by women leaders in New Zealand, we launched the event in NZ to a sold-out audience,” Taylor told **Travel Daily**.

“News has travelled and now the US female leaders are wanting to join and be part of

the movement and thus has helped drive our decision to take this event to LA, with the support of many sponsors who are passionate about supporting diversity.

“Speakers are already lining up to join us in LA,” she said.

This morning attendees in Sydney also heard from outgoing The Travel Corporation (TTC) CEO John Veitch, who hailed the impact the event has had over the past four years.

“We have made a difference,” he said.

“We have become a force for good, we have taken responsibility for change...and I do celebrate that we have brought men into the conversation.”

He also paid tribute to his replacement, Fiona Dalton, who will take to the helm of TTC in Australia in Oct - more from today’s event on **page five**.

## Goldstein departs Royal Caribbean

**ADAM** Goldstein, the Vice-Chairman of Royal Caribbean Cruises Limited, has left after more than 30 years with the company.

CEO Richard Fain didn’t elaborate on any reasons for Goldstein’s departure, but paid tribute to key achievements including the introduction of the Oasis and Quantum-class ships and expanding Royal Caribbean’s sales offices across the globe.

Goldstein is expected to see out his current two-year term as Global Chairman of Cruise Lines International Association.

## Martin off the Bench

**BENCH** Africa GM Martin Edwards will leave the company after more than a decade next week, to take up a new challenge.

He will be replaced by Cameron Neill, currently Bench Africa’s Trade Relations Manager.

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3. Register or be an existing Velocity Frequent Flyer Program member<sup>^</sup>
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### What’s next:

To learn more about the incentive visit:  
[virginaustralia.com/millionaire](http://virginaustralia.com/millionaire)

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\*Terms and Conditions - The Promoter is Virgin Australia Airlines Pty Ltd (ABN 36 090 670 965) of registered address 56 Edmondstone Road, Bowen Hills, Queensland 4006. The Promotion commences at 00:01 AEST on 2 March 2020 and ends at 23:59 AEST on 31 March 2020 (Promotion Period). Entry is open to Australian residents aged 18 years or over who are employed as a retail or corporate travel agent or wholesale consultant located in Australia, have a valid individual work email address (generic agency/consultancy or shared email addresses are not valid) and use a GDS to make bookings, (excluding online travel agents, online corporate booking tools and group bookings) and are a member of the Velocity Frequent Flyer Program or sign up to the Velocity Frequent Flyer Program HYPERLINK "https://join.velocityfrequentflyer.com/#/join/account?here (Entrants)". To enter, Entrants must make an Eligible Booking, which requires Entrants to: (1) Register via the Google form link provided by the VA Industry Sales Team and located on the incentive flyer and landing page; (2) book and ticket an Eligible Flight. An Eligible Flight means any new flight booking operated and marketed by Virgin Australia across our network, or Delta Air Lines to North America, and made on Virgin Australia (795) for travel on or before 30 June 2020 (Travel Period); and (3) enter the following OSI entries in their employer’s applicable booking system at the time of PNR creation for the Eligible Booking: Sabre: 3OSI VA VAIN VA/Million/Agents first name and last name, Galileo: SIVA\*VAIN VA/Million/Agents first name and last name, Amadeus: OS VA VAIN VA/Million/Agents first name and last name. Note: When entering your work email address in the OSI field use // instead of @. If you have an underscore ( ) in your email address, replace \_ with -. Each Eligible Booking must be unique to an individual travel agent. The Winners will be determined on 14 April 2020. The Winners (a Winner) will be selected and notified by phone or email by 20 April 2020 in accordance with the prize table located on the incentive landing page. The top 100 Entrants will receive a prize based on the number of Eligible Bookings made based on revenue sales during the Promotion Period. The prizes for the top selling Entrants will be split between retail/wholesale and corporate consultants. For avoidance of doubt, if there are 10 prizes, 5 prizes will be awarded to the Top Selling retail/wholesale Entrants and 5 prizes will be awarded to the Top Selling corporate Entrants. The total prize value is \$740,000 AUD including GST. Entrants will only be eligible to win a maximum of one (1) Prize during the Promotion Period. The prizes will be awarded to the Entrant named in the entry and are not exchangeable, transferrable and cannot be taken as cash. The Velocity Membership Terms and Conditions apply available at <https://www.velocityfrequentflyer.com/content/TermsConditions/>. Full competition terms and conditions can be accessed at [virginaustralia.com/millionaire](http://virginaustralia.com/millionaire).



There's so much more you can do in Africa than just safaris. Read more in the March issue of *travelBulletin*.

**CLICK to read**  
**travelBulletin**

## Uber expands NSW

UBER is expanding across New South Wales, adding the Far West, the Murray, New England, the Riverina, the Snowy Mountains and the South Coast.

The additions make NSW the largest Uber region in the world, ahead of rival DiDi's Aus launch.

[bulanaires.com](http://bulanaires.com)

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## S Korea on banned list

SOUTH Korea has become the third country on Australia's travel ban list, while a number of precautions have been put in place for travellers from Italy.

Prime Minister Scott Morrison also announced the existing ban on foreign nationals travelling from China and Iran has been extended for another week.

Foreign nationals who have been in Iran, South Korea and mainland China are not allowed into Australia for 14 days from the time they left those countries, while Australian citizens and

permanent residents will need to isolate themselves.

Morrison said those arriving from Italy would face "advanced screening measures", including being asked more questions at check-in, and temperature checks.

Smarttraveller has also upgraded its advice for South Korea, suggesting Australians reconsider their need to travel to the country, and urging against any travel to the city of Daegu.

The revised bans will be in place until 14 Mar, but the government will review the situation within a week to determine if the restrictions need to be extended.

Korean Air has suspended its Incheon to Sydney route between 06 Mar and 25 Apr, and ICN to BNE between 05 Mar and 25 Apr.

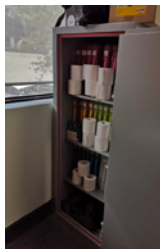
## TP is in demand

THE current panic buying of toilet paper across Australia has prompted some pretty creative efforts from the travel industry.

Flight Centre's home-based Travel Partners brand has even created a new logo (pictured), with BDM Josh Thorpe posting it along with the tag-line "NEED TP?"



And the newly established Travel Industry Hub in Sydney posted a pic of its fireproof safe, ensuring full security for the precious supply.



## Window Seat

GUY Sebastian is an internationally-popular singer-songwriter who has had number one hits in multiple countries, and has been to some pretty cool places.

At last weekend's MTA Conference on the Gold Coast, Sebastian listed off a number of his favourite places to vacation.

"I loved Scotland, I love my Scotch and I did a whisky tour...I shot a video in Buenos Aires and that was stunning, I love the Maldives," he said.

Guy's favourite place in the world? Gerroa, NSW, where he has owned a holiday home for around a decade.

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## IATA warns of US\$113b loss

**THE** International Air Transport Association (IATA) says the global air transport industry could lose US\$113b in passenger revenue if COVID-19 spreads more broadly.

Alternatively, the industry is estimated to lose around US\$63b if the virus remains contained in all current markets which have over 100 cases as of 02 Mar.

IATA also revealed the start of the COVID-19 crisis in Jan 2020 led to the slowest global air traffic growth rate in almost 10 years.

Globally, passenger traffic grew 2.4% year-on-year during Jan, with an overall 80.3% load factor, down from 3.7% the prior month.

Although the figures only relate to Jan, IATA's Director General and CEO Alexandre de Juniac warned that currently airlines were experiencing double-digit declines in demand.

"On many routes traffic has collapsed...aircraft are being

parked and employees are being asked to take unpaid leave."

De Juniac urged governments across the globe to "consider the maintenance of air transport links in their response," suggesting measures such as the suspension of the 80/20 slot use rule and relief on airport fees as "two important steps that can help ensure that airlines are positioned to provide support during the crisis and eventually in the recovery".

## Rendez-vous a go

**RENDEZ-VOUS** Canada will go ahead as originally scheduled on 05-08 May, "with continued strong registration from both domestic and int'l attendees".

Destination Canada emphasised that Canada continues to be a safe travel destination, with low public health risk of COVID-19.

## DriveAway on the road



### SELF-DRIVE specialist

DriveAway hosted an interactive training session at Lake Monger Park in the heart of Perth on 17 Feb with its four-berth Maui motorhome (pictured).

The training event, held alongside DriveAway's industry partners Air New Zealand and Cover-More Travel Insurance, was attended by 17 personal travel managers from TravelManagers.

"The day was a great experience for both TravelManagers and wholesale partners," said Western Australian BDM Sally Edwards.



"Along with all the other supplier's product updates I was excited that we could bring along a DriveAway motorhome, which was great for networking and good for the agents to experience the aesthetics of a motorhome."

**Inset:** Attendees staying sun-smart during the training session.



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\*Offer correct as at 3 March 2020 and subject to change or withdrawal. Offer ends 17 March 2020 unless extended. For full terms and conditions click here.

## Coffs is tops in 2020

**ONLINE** accommodation website Wotif.com has named Coffs Harbour in northern New South Wales the top Australian town for 2020.

The destination, famous for its Big Banana, beat out Mackay in Qld which finished in second spot, followed by the Sunshine State's Airlie Beach in third position.

## Departing Spirit?

**TOURISM** Greater Geelong and the Bellarine Executive Director Brett Ince has told *Travel Daily* he is upbeat about the prospect of his region hosting the *Spirit of Tasmania*, if a new deal with Station Pier in Melbourne cannot be brokered.

"With the large capacity of visitation from both pre-embarking and disembarking passengers on the *Spirit of Tasmania*, it would be a fabulous boost to our region," Ince said. Media speculation named Geelong as a potential recipient of the ship, with her operators TT-Line declining to take on what the Victorian Ports Corporation is calling "standard practice" port charge increases.

The company has been strongly backed by the Tasmanian Government.

"We support TT-Line in refusing to accept price gouging, which will hit Tasmanian businesses and passengers hard," said Tasmanian Minister for Infrastructure and Transport Michael Ferguson.

## Princess cooperating

**PRINCESS** Cruises is working with the US Centers for Disease Control and Prevention (CDC) to determine if a small cluster of COVID-19 cases in California are linked to a recently completed *Grand Princess* Mexican voyage.

The small batch of confirmed cases included a former guest on the sailing, who sadly passed away this week from the virus.

"The CDC is continuing to actively collect information and is collaborating with us to determine what, if any, actions need to be taken during the current Hawaii cruise and upon her return to San Francisco," a spokesperson for Princess said.

## Improve US airports

**ACI** World Director General Angela Gittens has called on the US Government and industry stakeholders to help improve the infrastructure at US airports.

Speaking this week at the Director's Panel at the 2020 Airport Experience Conference in Denver, Gittens said that better facilities and customer service are vital if the country's airports were to keep pace with global demand.

"With growth in traffic, increasing globalisation and heightened competition...catering to the needs of our passengers will be pivotal to airports' success," she said.

According to recent projections, passenger traffic in the United States will reach 3 billion by 2040.

## Industry tickled pink with IWD



**REPRESENTATIVES** from the travel industry have gathered at Sydney's Dockside today to hear from 22 speakers from around the globe at the fourth year of A Force For Good, an initiative which marks International Women's Day.

A total of 400 people in attendance will hear from speakers including The Travel Corporation's Chief TreadRight and Sustainability Officer Shannon Guihan & G Adventures' founder Bruce Poon Tip.

There will also be panels and break-out sessions with Phil Hoffmann Travel founder Phil Hoffmann and MSC Cruises' Chairman Lynne Clarke.

This afternoon top achievers will be recognised with awards for Supporting Women, Community Impact and Driving Diversity Impact, before wrapping up with an afterparty at Cargo Bar.

"Today is about the greater good of our industry and we're going to have an open and honest chat about equality and diversity," A Force For Good Founder Helene Taylor told attendees.

"It is about standing together for the greater good of the industry."

Founder Helene Taylor is **pictured** centre with co-hosts Intrepid Group Chief Commercial Officer Brett Mitchell and Contiki Managing Director Katrina Barry.

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Prizes include flights to Dubai with Emirates and weekly travel vouchers from Expedia.

## Aurora in Canberra

**AURORA** Expeditions is inviting travel agents to attend the launch of its 2021/22 Antarctic and 2021 Global collection in Canberra at The National Arboretum on Wed 18 Mar, 6-9pm.

Agents will go into the draw to win one of two famils spots on the 11-day Iceland Circumnavigation itinerary - [CLICK HERE](#).

## Fairmont in Ireland

**ACCOR** is bringing its Fairmont brand to Ireland for the first time, with the signing of the historic Carton House in Maynooth.

The property will be rebranded and open at the end of 2020 after a multi-million dollar refurb.

*Celebrate International Women's Day at The Fullerton Hotel Sydney*



This week The Fullerton Hotel Sydney & Travel Daily are offering readers the chance to attend a lavish purple-themed International Women's Day Afternoon Tea held each day during the month of March.

The Fullerton Hotel Sydney is awarding an Afternoon Tea for two to five readers with most creative responses received.

Send your answers to [fullerton@traveldaily.com.au](mailto:fullerton@traveldaily.com.au)

**Q: In 25 words or less tell us who you would like to bring to The Fullerton Hotel Sydney's International Women's Day Afternoon Tea, and why?**



## ETG walk to fight the blues



**EIGHT** staff from Express Travel Group (ETG) Head Office will take part in Melbourne Coastrek on Fri 22 May, which will see the group trek 30km along the Mornington Peninsula to raise funds for Beyond Blue.

The group, which has split into two teams, has been working hard this week training for the event and fundraising, including holding a bake sale in the office.

The two teams comprise of Ari Magoutis, Executive General Manager; Amber Kelly, Head of Product & Events; Alisha Dopper, Manager - People & Training; Desire O'Connor, Receptionist & Admin Assistant; Duncan Adams, Financial Controller; Nicole Henry, Head of Marketing; Treasa Carroll, Agency Support Coordinator and Zoe Millard, Agency Support Coordinator.

Both teams are aiming to raise \$2,000 each - donate to Team One [HERE](#), or Team Two [HERE](#).

**Pictured** training are: Desire O'Connor, Alisha Dopper, Nicole Henry, Amber Kelly, Ari Magoutis, and Zoe Millard.

## Amtrak policy

**RAILBOOKERS** and Amtrak Vacations are allowing guests who make a new booking through to 30 Apr to change their travel dates or cancel their holiday up until five days prior to departure, without incurring any fees.

Additionally, any existing bookings can be rescheduled up to five days prior to departure date without incurring any fees.

In either case, customers will receive a travel voucher valid for 24 months.

## TECHNOLOGY UPDATE

Today's Technology Update is brought to you by *Stuba Pacific*

"What's STUBA doing about Corona Mark?"



Replace "STUBA" and "Mark" with your company and name and throw your object of choice

whilst exclaiming "FFS I am not an immunologist...". You can also replace "immunologist" with terms like "miracle worker" "God" or "clairvoyant".

Careful now, you may have just smiled at a sentence that contained "coronavirus". These "Black Swan" events do have a habit of laying waste to the best laid plans. But not all plans.

STUBA has been working on our tech roadmap for months. It evolved when our competitor went broke and we secured the services of Paul, Brooke and Stuart and reorganised our sales team. This nasty, overhyped bug is not changing our roadmap, maybe just the timing. I know, because as CIO, that's my job.

Our techo aims remain the same; more product, to be faster, to be easier to use, with better pricing and to make it easier for travel agents to choose us as their trusted accommodation partner. The world will return to normal, the landscape will be as competitive as ever.

It will always be about making the decision to use STUBA a simple one.

No "Black Swan" will ever change that.


**Mark Luckey,**  
CIO, Stuba



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**CORPORATE UPDATE**

**Traveledge celebrates IWD**



**THE** Traveledge team this week celebrated International Women’s Day with a special event for all the special ladies in their lives.

Mums, sisters, nannas and best friends were invited into Traveledge HQ for a special High Tea, where they were treated to a presentation from the company’s founder, Sue Hollis, about her “inspirational journey from boardroom to mountain top”.

Hollis is **pictured** with Traveledge CEO Kim Wethmar, with a video of the event online at [traveldaily.com.au/videos](http://traveldaily.com.au/videos).

**FCM Mexico moves**

**FLIGHT** Centre Travel Group (FCTG) has announced the retirement of its President for Mexico and Latin America, Manuel Vinas, with his position to be replaced by current Head of FCM Latin America, Maren Hanschke.

Vinas has been in the travel industry for 34 years, including the last five years with Flight Centre since it acquired local TMC, Koch.

Hanschke is highly experienced in corporate travel, and has served on the Global Business Travel Association Advisory Board for Latin-America since 2017.

FCTG Mexico has 130 staff in five offices across the country.

**Centurion HKG**

**AMERICAN** Express has confirmed the temporary closure of its Hong Kong Centurion Lounge, due to declining passenger numbers in HKG.

The company apologised to users, saying “due to recent health and safety precautions stemming from the coronavirus outbreak in this region, we have decided to temporarily close our Centurion Lounge in Hong Kong International Airport effective 05 Mar 2020”.

AMEX premium cardholders can still gain complimentary access to the Plaza Premium lounges located near gate 1 and gate 35.

**QBR updates**

**QANTAS** has flagged upcoming “new program features and benefits” for members of its Qantas Business Rewards (QBR) program.

Changes to the QBR platform will split permissions for company users between those who are able to manage company bookings, and separately use and manage credit cards.

Members are advised to check their accounts and allocate appropriate permissions to users under the new flexible options.



March 12 2020, Sydney

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*with Daniel Webber*

**Insurance and COVID-19**

**CORPORATE** travel insurance is the ‘utility knife’ of the business insurance world, it does a bit of everything...accident & sickness, property, contingency and emergency assistance.

It’s therefore easy to think that it covers all risks your business and staff face when travelling locally or overseas.

The coronavirus (COVID-19) is a timely reminder that certain uninsurable risks are present in every aspect of business and insurance should not be your sole risk management strategy.

Any diligent and insured person would be asking themselves, does my corporate travel policy cover cancellation costs and medical costs associated with coronavirus (COVID-19)?

The issues need to be considered in two separate sections.

1. Cancellation costs
2. Medical costs arising from the virus.

In general, if you commenced or renewed your corporate travel insurance, and booked a trip, and are traveling to a LEVEL 4 – DO NOT TRAVEL country, prior to coronavirus becoming a listed disease under the Biosecurity Act 2015, you may have cover for cancellation costs.

The general theme of cancellation cover...was it an issue before you booked/took out the policy i.e. did you know about it and is the DFAT advice **DO NOT TRAVEL?** If you decide



*Daniel Webber is Director of Webber Insurance Services, an award-winning general insurance brokerage providing speciality, professional and liability insurances for the SME market Australia-wide.*

to go to a LEVEL 4 – DO NOT TRAVEL country, you’re essentially on your own because you’re accepting a known risk.

For LEVEL 3 and below, medical costs relating to coronavirus should be still be covered. If or when the World Health Organization (WHO) define the virus as an ‘epidemic’ or

‘pandemic’, there will be no cover regardless of any other factors as this is a typically blanket exclusion.

As this situation is constantly evolving, the insurer’s position will continue to change in line with government warnings. It is also possible for the travel advice or virus classification

to change whilst you’re on a trip so it’s important to stay up to date with [smartraveller.gov.au](http://smartraveller.gov.au).

For the insurance pessimist, this will be seen as another opportunity for insurers to avoid paying genuine claims.

For the realist, they will understand that these types of exposures cannot be economically underwritten so cannot be easily insured.

For insurance to be sustainable and economical, there needs to be limitations and protections in place for widespread and devastating losses, should they occur.

If in doubt, always speak with your insurance provider to receive personal advice about your specific policy.

This advice is general in nature and should not be relied upon for your individual circumstances.

“**COVID-19 is a reminder that certain uninsurable risks are present in every aspect of business...**”





**A GROUP** of 20 Hilton Brisbane team members and seven from the Royal Automobile Club of Queensland (RACQ) recently collected litter from around Mount Coot-tha Botanic Gardens in Brisbane for Corporate Clean Up Australia Day.

The group, who was spontaneously joined by two sprightly German tourists,

collected 10 bags of rubbish.

The clean-up efforts are in line with Hilton Brisbane's sustainability initiatives, which include recycling all waste soap from guest rooms to upcycle into new bars of soap; and collecting single-use bottles as part of the Returnit initiative.

The team is **pictured** ready to fill up their rubbish bags.

### Insurance exempt?

**LOBBYING** from the Australian Federation of Travel Agents (AFTA) has its Chief Executive Jayson Westbury confident of an exemption for travel insurance from changes brought on by the Royal Commission into Misconduct in the Banking, Superannuation and Financial Services Industry (**TD** 12 Mar).

Speaking at the MTA National Conference on the weekend, Westbury revealed AFTA had Minister for Foreign Affairs Marise Payne "on side", and produced alarm amongst the crowd upon divulging changes may include travel agents not being able to follow clients up about insurance for six weeks after an initial pitch.

"We've been given some indication it's been looking good for an exemption," he enthused.

### New Holiday Inn

**INTERCONTINENTAL** Hotels Group will open the Holiday Inn Balikpapan in 2021.

As part of an agreement with PT Wijaya Karya Realty, the 300-room hotel will form part of a mixed-use development Tamansari Skylounge, which will include a residential tower.

### Whistler Day Pass

**A NEW** "deeply discounted" Whistler Blackcomb Day Pass was announced on Wed by Vail Resorts.

Available exclusively in Canadian dollars, the new pass is customisable, offering between one and 10 days access, and offers savings of up to 50% off lift ticket window prices.

Patrons must purchase the pass ahead of the 2020-21 season.

## 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](mailto:specials@traveldaily.com.au)

**Norwegian Cruise Line** is giving guests the chance to receive five Free at Sea offers across all stateroom categories and itineraries. Included in the offer is a free beverage package, free shore excursion credit, free specialty dining package, free wi-fi package and up to US\$1,500 onboard credit per stateroom. Sale ends 17 Mar. Call 1300 255 200 for more details.

Guests travelling with **International Rail** can now save 15% on First class Eurail Global Passes, or 10% on Second class passes, when booked by 31 Mar. The passes can be used up to 11 months from the issue date, which covers travel through the European 2020 peak summer travel season. Agents can access the full range of Eurail Passes **HERE**.

Cruise lovers can take advantage of **Royal Caribbean's** Seeker Sale to get up to US\$300 bonus onboard credit per stateroom for all voyages departing on or after 04 Mar, as well as 30% off the cruise fare. Call 1800 754 500 for more info.

Guests can save up to 25% when they stay in a two-bedroom apartment at one of the 45 **Oaks** hotels across Australia before 31 Aug. Use the MYOAKS promo code for an extra 5% off - **CLICK HERE** for more.

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- 2) In 25 words or less, let us know what else you'd like to see on the Viking Marketing Centre

**Submit** your answers to [vikings@traveldaily.com.au](mailto:vikings@traveldaily.com.au) along with your name, state & travel agency details

Contact [agents.anz@vikingcruises.com](mailto:agents.anz@vikingcruises.com) if you need assistance setting up an account





## Working in partnership with the Australian Travel Industry

### Corporate Group Air Consultant

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If you have worked on group air before then this new role is an exciting opportunity for you to earn top \$\$ working for an award winning corporate travel agency as their group air specialist. Working Monday to Friday only, this company believes in work life balance and ensures that they can assist their staff in mapping out their career path through internal promotion, sitting within a boutique corporate office. No day will be the same and you will be rewarded for your hard work.

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

### Leisure Travel Consultant

Sydney CBD, Amazing Package, Ref: 4377SB1

Make the move to this award winning travel agency within the CBD. Offering Monday to Friday, no late nights with a supportive team. This role is perfect to get your work life balance back. I am seeking an experienced travel agent with a minimum of two years' experience to fill this role. With the ability to create customised travel itineraries. This fast paced, luxury travel agency offers a competitive salary and uncapped commission. This role will not last long. APPLY NOW!!

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

### Senior Product and Partnerships Manager

Sydney, Up to \$130k + Super, Ref: 1989AJ1

Oversee all operations for the Product side of this business, overseeing both the product and airfare teams. You will excel at creating and driving product strategy, have the ability to think outside the box and be happy to lead by example, sharing your knowledge while actively negotiating and contracting tour packages with supplier partners. You will have extensive experience within the Product side of the Travel Industry, have proven success leading teams and a strong network in place.

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

### Corporate Travel Consultant

SE MEL, Attractive Salary Pkg, Ref: 4384AO1

Are you an experienced corporate consultant looking for your next challenge or retail agent looking to upskill? This role is working for an established & successful corporate travel company. Located SE Melbourne, this role is responsible for providing both domestic & international travel solutions. Work in a fast paced environment while maintaining high levels of customer service. Competitive salary package & amazing industry perks and discounts. Apply with your CV or call for more information.

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

### Business Development Partnership Manager

Sydney, \$75k + Bonuses, Ref: 3216RL1

We are seeking a Business Development Partnership Manager who is responsible for generating growth through the ongoing recruitment of new customers. This role is Sydney based and responsible for whole of NSW region. The successful candidate would possess 5yrs experience in new business development and a proven track record in successful business relationship management. Extensive travel industry experience and exposure is a must. Self driven go getters please apply within for this opportunity.

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

### Business Development Manager

Sydney, \$80k + Commission, Ref: 7891AJ3

Join a market leader in Travel as a BDM, growing your network and displaying the benefits of a specialist company offering a comprehensive travel management service to potential clients. You will be a confident and experienced Hunter, able to identify new business opportunities and excel at getting new business over the line. Representing such a highly-regarded company within the industry, you will have no issues converting new clients and enjoying the high commissions that come with this.

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

### Travel Recruitment Consultant

Sydney, Uncapped \$\$, Ref: 5432SJ9

Join one of Australia's leading travel recruitment companies & by utilising your strong travel industry experience & superb sales skills enjoy earning a fantastic salary package with a realistic OTE of \$82k but many earning over \$100k. No two days are the same in this diverse role. You will need to be a people person, confident communicator & self-motivated. CBD offices with Mon-Fri working hours & a fantastic team environment with the autonomy to run your own desk with great rewards.

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

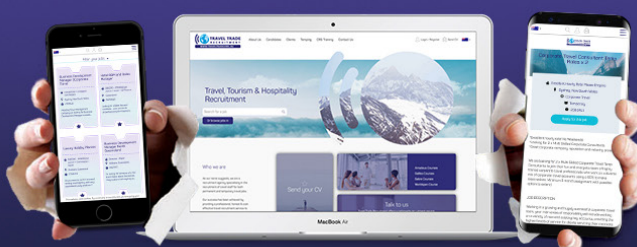
### Hotel Sales Executive

West MEL, Attractive Package, Ref: 3331AB1

My clients are well known and have a strong brand presence through AUS/ NZ. They are seeking a Sales Exec to join the team and help launch the business further. Do you have strong sales skills within the retail or corporate space and looking to move into the exciting world of hospitality? Get your weekends back, and enjoy the mix of office and on the road work. You'll be rewarded with an attractive package, and have access to the company car to make client meetings. Contact me ASAP & APPLY NOW!

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

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