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Thursday 10th Sep 2015

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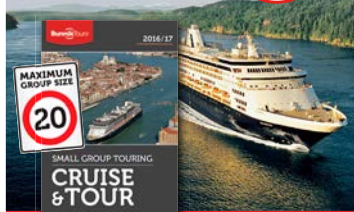


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SQ 2016 earlybird release

SINGAPORE Airlines this morning announced details of its 2016 European earlybird offers, with Premium Economy added to the mix along with side-trip fares to 30 destinations across Southeast Asia from \$284.

Dale Woodhouse, SQ senior manager marketing and alliances Australia, said as well as offering deals to more than 200 destinations in Europe, the offer

includes S\$40 worth of shopping/dining vouchers under the Changi Transit Programme, and \$1 Singapore Stopover Holidays including accom, transfers and free entry to attractions such as Universal Studios.

Fares are on sale until 09 Nov, for departures 01 Mar-30 Sep 16, priced from \$1,512 for Economy class fares Melbourne-Istanbul but with a blackout on the cheapest fares from 25 Jun-17 Jul.

Other examples include Sydney-London in Premium Economy from \$3,544 or Sydney to Paris in Business class from \$7,097.

Mixed class fares are also available, Woodhouse said.

MEANWHILE, Consolidated Travel has today launched an incentive in partnership with SQ offering five "ultimate luxury experiences" in Singapore - **p12**.

IHG appointment

INTERCONTINENTAL Hotels Group has promoted Ruwan Peiris to the role of Director of Operations, Australia.

Peiris joined IHG earlier this year (**TD** 19 Mar) after a long career with Mirvac and Accor.

IHG chief operating officer Karin Sheppard said Peiris is a "leader with a stellar reputation in the industry," with his new position seeing him oversee the operational performance of all IHG hotels in Australia, the National Convention Centre Canberra and Parliament House Catering by IHG.

More appointments on **page 9**.

Nine pages of news!

Travel Daily today has nine pages of news, a photo page for **Air Canada** plus full pages:

- AA Appointments jobs
- One&Only Hayman Island
- Consolidated SQ incentive



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Branson tips tourism boom

FOUNDER of the Virgin Group, Richard Branson has predicted a "massive boom" of visitors to Queensland and Australia due to the lagging Australian dollar.

Branson made the remarks yesterday at Brisbane Airport where he unveiled the new Virgin Australia Terminal & Lounge.

"The Aussie Dollar is almost at an all-time low - that's good for Australia as far as attracting people...I think we're going to have a massive boom of people coming to Queensland in particular," Branson predicted.

"It's good news for attracting people to come to Australia," the human headline said, but voiced concerns of the side effects.

"It's not so good news for say, airlines because all our costs are in US dollars, so that can be painful but at the same time obviously oil is coming down and so that's good news.

"There's the ups and downs, but for getting tourists here we've got to go and shout about what great value it is to come to Australia."

New Sabre chief

SABRE Corporation has announced Sean Menke will join the company as executive vice president and president of Sabre Travel Network.

He will report to ceo Tom Klein, and takes the place of Greg Webb who becomes Sabre vice chairman effective immediately.

Menke joins Sabre from his most recent role at Hawaiian Airlines where he was chief operations officer.

More appointments on **page 9**.

Joyce tips SYD-JFK

QANTAS would love to operate non-stop flights between Sydney and New York, but such a route would require an aircraft such as Boeing's new 777-8X, according to QF ceo Alan Joyce.

Speaking at an event in Sydney yesterday, Joyce said non-stops to New York would be a "great market for us" with the current five times weekly service to JFK via Los Angeles costly to operate because of traffic rights.

The 777-8X, currently under development, is expected to have a range of over 17,000km.



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Luxperience team celebrate



ABOVE: The Luxperience team, including founder Helen Logas, director of marketing Michelle Papas & director of sales Eric Lewanavanua, glammed it up at Sydney's The Star for the show's Gala Dinner and inaugural Awards Evening on Tue night.

The event recognised Tourism New Zealand as the winner of the Destination Award, while other

exhibitor winners included Saffire Tasmania, The Tailor Australia and Time Unlimited Tours NZ.

Top buyers recognised included Chad Clark Travels USA, A Travel Duet India and Lightfoot Travel Singapore/Hong Kong.

The evening also saw the date for Luxperience 2016 confirmed as 18-21 Sep, again at Sydney's Australian Technology Park.

LH strike response

LUFTHANSA has announced it will return, to the greatest possible extent, to its regular flight plan following Vereinigung Cockpit strike action (**TD Tue**).

Lufthansa took the union to court and won, with the court ruling the strike as "evidently unlawful" and prohibiting the action with immediate effect.

The Court said the strike was clearly motivated not only by the official reason stated, i.e. pilots' transitional retirement provisions, but also by the Wings concept of the Lufthansa Group.

The court found this was not a valid strike objective.

The strike saw 1,000 flights cancelled (mostly short- and medium-haul services) & 140,000 travellers affected yesterday.

The carrier is advising guests to check the current status of their flight prior to departure.

Those with cancelled flights can rebook or cancel free of charge.



Window Seat

SPORT opinions can be a touchy subject, especially when it comes to rugby union.

Clearly a parochial Wallabies fan, Emirates divisional vice-president Barry Brown objected to comments made by Air New Zealand ceo Christopher Luxon singing the praises of the NZ All Blacks (**TD yesterday**).

Brown reminded Luxon that control of the game is in the hands of the referee, who in the **picture** below, just so happens to be "operating under the Emirates sponsorship banner".



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Join us at Discover Amadeus 2015 as we take you through emerging trends from our latest report, Future Traveller Tribes 2030 and show you how to embrace the age of traveller power.

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 Canberra, 24 September, Peppers Gallery Hotel
 Perth, 6 October, The Duxton Hotel
 Adelaide, 8 October, National Wine Centre
 Brisbane, 14 October, Customs House
 Melbourne, 21 October, RACV Club

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Contiki Legends celebrated, European expansion

PADDINGTON Town Hall in Sydney came alive last night as the 'Contiki Legends' event rocked the inner city landmark with some 500 guests.

Contiki Legends is now in its second year and is a way of giving back to travellers, md Australia Katrina Barry told *Travel Daily* in a one-on-one chat ahead of the event.

Barry said 'Legends' is all about celebrating Contiki's customers and 54 years of stories.

This year, Contiki put the call out for fans to describe their travel dreams and how Contiki could make it reality.

Of those stories, some are given the "legendary" status and have epic experiences thrown in their honour - **CLICK HERE** for more.

"At Contiki, we talk a lot about helping young people have the time of their lives.

"That is absolutely what we are there for, but what we see on these trips is not only are we helping them have the time of their life, but they are getting perspective and understanding and personal growth," she said.

Barry told *TD* when passengers head off on a trip they usually are excited about seeing the Eiffel Tower in Paris or eating pizza in Rome, "but when they come back its all about the amazing



friendships they found and the broader perspectives they have.

"It's our task to ensure people are having the time of their life, understand the world better and create lasting friendships."

Among last night's crowd were many celebrities and influencers.

Over half of the attendees were travel agents, some coming from interstate as Contiki guests.

Another of the VIP's was Contiki global ceo, Casper Urhammer.

Nearly 12 months into the role, the former GroupOn executive said bookings for 2015 were "doing fantastic", up 15% year-on-year "off a fairly large base".

Urhammer told *Travel Daily* agents were the lifeblood of the business, saying "they are by far the majority of our sales and that is where we put our focus."

The event was also the first time

Contiki showed off its new Europe 2016/17 program after a "hugely successful" preview brochure a few months ago, Urhammer said.

It's packed with 101 itineraries spanning eight styles of travel - Discovery Plus, High Energy, Easy Pace, In-depth Explorer, Camping, Sailing & Cruise, Winter & Ski and Festivals & Short Stays.

Next year sees the addition of eight new European trips & four countries - Bosnia, Montenegro, Romania and Iceland.

That range includes four, 12 and 15-day Balkan tours, five-day London Uncovered and 14 & 21-day Mediterranean Escape with Greek Island hopping or cruise.

View the new program **HERE**.

Contiki's Urhammer and Barry are pictured at last night's show on the red carpet.

e-learning coming

CONTIKI ceo Casper Urhammer has revealed to *Travel Daily* the youth holiday specialist intends to develop an e-learning program to assist travel agents with selling.

Currently, Contiki promotes the 18-35 year-old product through webinars, e-blasts, videos & tips or through sales rep visits, but admitted some agents may only see a rep once or twice a year.

"We are thinking how we can better educate them and how can we give them the online tools, give them the basic knowledge that is sufficient to start selling Contiki...that is on the road map," Urhammer told *TD* yesterday.

He said "fun & engaging videos" and recordings are a step in the right direction as far as training goes, "but we would like to make it full blown e-learning eventually."

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Beverly Hills for families & grps

BEVERLY Hills came to Sydney last night, with the head of the cities CVB throwing a lavish dinner for a number of partners.

CEO of the Beverly Hills Conference & Visitors Bureau Julie Wagner told **TD** the city continues to see strong visitor expenditure out of Australia, ranking in its top five global markets while visitor nights are also in Beverly Hills' Top 10.

In Sydney this week for the Luxperience travel show, Wagner told **Travel Daily** the upmarket destination is not just a centre for the rich & famous, but is less known for its appeal to the group and family markets.

"We are appropriate for groups. All our hotels are close together and a lot of meeting & incentive



markets aren't aware you can book up to 1,500 rooms together, split across different properties".

Beverly Hills also has plenty of kids activities such as Color Me Mine, Sprinkles (cup cake ATM), a brand new theatre and outdoor movie & music nights in summer.

Wagner is **pictured** last night with Beverly Hills CVB account director Steven McArthur.



School Sports Group Travel Manager

Academy Travel is the leading provider of syllabus based tours for secondary schools in NSW. We are looking to expand our program to offer sports tours to the secondary school market.

We are looking for an experienced School Sports Group Sales and Product Manager to develop and drive this expansion.

You will be responsible for the product development and delivery function as well as the marketing functions. You will be required to negotiate and manage relationships with all key stakeholders including Secondary School teachers and overseas operators. Based in modern Sydney CBD offices close to Wynyard, you will be required to undertake evening functions, inter and intra state travel as well as overseas travel.

Travel management experience in the school sports group area is essential and significant travel experience is desirable.

The role requires a strong customer service orientation, empathy to staff and customers, strong commercial acumen and the ability to resolve problems swiftly and efficiently.

We offer a salary up to \$ 70,000 per annum – no commission, no ote, just a decent salary for a job well done.

For more information please forward your resume to Stuart Barrie at: stuart@academytravel.com.au

Virgin biofuel search

VIRGIN Group boss Sir Richard Branson has reaffirmed the airline's commitment to finding a viable jet biofuel, a process that began six years ago.

"We are working on a number of different fuels...we're looking at algae-based fuels, which I think are the best hope," he told media yesterday at Brisbane Airport.

"You can produce a lot of algae quite quickly and it doesn't eat into the food supply," he said.

"We've got some other fuels that we're developing but it is not going to happen particularly quickly, sadly...we still haven't had the big breakthroughs that we were hoping for," Branson said.

One other source the company is looking into is sugar cane.

"Turning sugar cane into jet fuel serves a lot of good purposes, sugar is bad for us all and there's an enormous sugar cane industry and it's not really eating into the food supply, it's actually making us all healthier if we use sugar as jet fuel," the human headline remarked.

QT Bondi artist

QT Hotels & Resorts' newest boutique hotel property, QT Bondi will have permanent artworks from Australian-born, artist Shaun Gladwell.

QT Bondi will open in Nov, offering 69 guest suites.

Sydney ITV coverage

SYDNEY was in the spotlight earlier this week with ITV Daytime showing almost five million UK daytime viewers some of what the city has to offer.

ITV Daytime includes four shows: *Good Morning Britain*, *Lorraine*, *This Morning* and daily chat show *Loose Women*.

The shows featured a million-pound giveaway promotion and included live crosses overlooking the Sydney Opera House, a visit to Bondi Beach, a BridgeClimb and a sailing trip on a yacht on Sydney Harbour.

Win a SWATCH watch



This week, Switzerland Tourism is giving away a funky Swatch watch valued at \$75 to one lucky agent. At the end of the four-week competition (24 Aug - 18 Sept), the agent with the best answers over that time will win the ultimate prize hamper comprising a Victorinox suitcase, a beanie, mittens and flip-flops, valued at \$900. Don't miss out!

Frequented by adrenaline seekers, the unique setting of lakes and rugged mountains that make up this adventure capital are hard to beat. Mountain rails, cable car rides, paragliding, hikes and more, this place is every adventurer's dream.

To win the watch have the best answer to all the questions. Send all of your answers to switzerland@traveldaily.com.au

What is Interlaken most famous for among travellers?
a) Cooking classes, b) outdoor adventure, c) cocktail bars



HKG \$180 runway fee

HONG Kong's Transport Minister said the International Airport's HK\$180-per-traveller-fee may be lowered.

The fee was put forward by the Airport Authority to help meet the cost of a third runway at the airport (**TD** 13 Feb).

The airport's existing two-runway system is likely to reach full capacity by 2017 & construction may take eight yrs.



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Want to win a bonus \$250 gift card? Simply answer our 4 weekly questions during the month of September and you'll go into the draw. Send your answers to competitions@railplus.com.au

Q.1 What level of discount is offered on the mountain excursion from Lucerne – Mt Rigi when using your Swiss Pass?

OS return to Shanghai

FLIGHTS to Shanghai will be reintroduced by Austrian Airlines from Vienna, commencing 04 Apr. Initially launching as five times weekly, the route will move to a daily operation as of 01 May. The Star Alliance member will utilise Boeing 777 aircraft on the 10hr & 20min VIE-PVG route, its second destination in China.

DRW VR welcome

DARWIN Airport has launched new interactive message boards which display virtual reality (VR) experiences in the Territory. Located at the baggage carousels, the VR units focus on seven regions within the Northern Territory and are aimed at encouraging regional dispersal. Users are given the option to download a suggested itinerary of the region promoted. "Tourism NT's innovative new project offers travellers a taste of the Territory's unique activities & fun sense of adventure," NT Airports' Steve Presser said.

Scenic's Lette on telly

AUSSIE author and Godmother to *Scenic Jasper* Kathy Lette will join seasoned Getaway presenter David Reyne on a tour of the UK & Ireland in an upcoming series. The duo will enjoy a Scenic tour through the countryside of Great Britain and Ireland, with highlights to be showcased in three half-hour episodes of Channel 9 travel lifestyle show *Getaway*. Episodes will begin from Sat 12 Sep, screening from 5:30pm.

Intrepid lights up

AN EIGHT-DAY Alaska Northern Lights itinerary will be operated by Intrepid Travel in Mar. The two departures (on 05 & 19 Mar) operate between Anchorage and Fairbanks in the quest to see the Aurora Borealis, visiting Denali National Park. Prices start at \$9,920pp.

VX/CZ c'share tick

THE US Dept of Transportation has given a green light for a new codeshare pact between Virgin America and China Southern. As first flagged by *Travel Daily* (TD 25 Aug), the arrangement will see the 'CZ' code placed on 17 VX destinations from the Chinese carrier's US gateways - New York, Los Angeles and San Francisco.



ABOVE: The Consulate-General of the USA played host to the team from Collette in Sydney last night to celebrate the first year of sales within Australia.

The evening saw the company launch free return chauffeur transfers to take clients to and from the airport, valid for new bookings from 10 Sep-31 Oct within a 40km driving distance of most major airports in Australia.

Travel Daily took the opportunity to speak with Collette's President and CEO Dan Sullivan Jr on what has been a challenging year competing in a market which he claims has "the best travellers in the world."

Sullivan, who's pictured above with Collette's Australian business manager Alison Mead and Lisett & Hugo Llorens, US Consul-

General, said key milestones had been getting quick support from the local industry.

"We weren't expecting it to be that rapid," he said, saying partners have really embraced Collette based on it being "the best value for money product in the guided touring industry".

He said the company continues to evolve its product.

"Too many 3-star and 4-star products have dinners at the hotels, but if we're in a place like Paris we want to take people to have dinner at the Eiffel Tower and those are the things that people will remember, unique things," Sullivan said.

With the Australian operation bedding down, Sullivan flagged expansion for Collette into New Zealand "relatively soon".

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NZ celebrates Aussie agents

THE 400 Australian agents on the New Zealand All Stars famill this week were entertained by none other than pop star Stan Walker during a special welcome event in Auckland.

They were also welcomed to NZ

by Tourism NZ ceo Kevin Bowler along with Leanne Geraghty from Air NZ and Virgin Australia's Shirley Field.

These pics were taken at the event - lots more online at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).



ABOVE: The event's hosts from Tourism NZ, Virgin Australia and Air New Zealand line up with MC James Tobin.



ABOVE: Blake Campbell from Infinity Holidays and Jamie Meakin of Flight Centre.



ABOVE: Tourism New Zealand's Rene de Monchy and Tansy Tompkins.

RIGHT: Jasmine Ryan and Matthew Moulder of Flight Centre with Melanie Kearns, Escape Travel.



LEFT: Stephanie Moore from Virgin Australia with Adam Hughes and Tony Saunders of Tourism NZ.



LEFT: Grace Lech, Grace Club Travel with Richard Irvine from Trans Am Travel.



STA cheapest RTW

RESPONDING to an increase in Australian travellers looking to book round-the-world fares, STA Travel has released what it says is its "cheapest ever" RTW airfare.

Priced from \$1,699 departing from Australia, the fare includes stopovers in Singapore, Manila, London, Oslo, New York and San Francisco along the way.

ALTOUR joins Radius

CORPORATE and entertainment travel firm ALTOUR has become the newest member of the Radius Travel collection, with Radius saying the addition of ALTOUR will expand its MICE division.

New Anantara in UAE

LUXURY villa brand Anantara will bring overwater villas to the UAE emirate of Ras Al Khaimah under a new deal announced this week by Minor Hotel Group.

The Anantara Mina Al Arab Ras Al Khaimah Resort will open in 2018, offering 225 rooms in partnership with RAK Properties.

Next Blackstone buy

REAL estate investment fund Blackstone has signed a deal to acquire Strategic Hotels & Resorts in a deal worth US\$6 billion.

The deal will see Blackstone, which counts Hilton Worldwide among its portfolio of hotel investments, purchase all outstanding shares in Strategic.

Strategic Hotels is made up of a collection of 17 luxury properties in the US managed under brands including Marriott, Loews, Westin, Ritz-Carlton and InterContinental.

SAS launches to HKG

DIRECT services between Stockholm and Hong Kong on Scandinavian Airlines have taken off under the carrier's new tie-up with Cathay Pacific (TD 26 Jun).

Five weekly services are timed to connect with flights to Australia.

OPERATIONS COORDINATOR

Company Overview
The Horizons Travel Group, which has been in operation since 2001, specialise in International Tours for the Youth Market Segment for Schools, Clubs and Associations.

Position Overview
The Company is seeking an individual to assist in the efficient organisation and delivery of logistics of tours organised by Horizons, across both our Sport and Education divisions. The role also provides a key customer service and administrative function to the organisation.

Primary Functions

- **Tour Organisation.** Work with Event Organisers, Suppliers, Hosts, Venues and Attractions to plan all aspects of tours, including but not limited to booking flights, accommodation, transport, sightseeing, activities and attractions.
- **Supply Chain Management.** Negotiation of rates for accommodation, transport, activities and sightseeing requirements for groups.
- **Suppliers.** Identify and develop relationships with international suppliers capable of assisting with the delivery of tour requirements.
- **Financial.** Ensuring all tour components are managed within budget
- **Communication.** Maintain clear and concise communication both internally, other staff, and externally, Suppliers and Customers.
- **Travel Bookings.** Supporting the Travel Manager in securing and managing group air travel.
- **Customer Data Management.** Coordinating all tour customers' information, including player, personal and passport details.
- **Customer Communication.** Answering all customer correspondence promptly and accurately. Creating and coordinating the delivery of tour newsletters.
- **Research.** Researching destinations, products, services and markets.

Compensation - Package of \$50,000 plus Superannuation and Leave Loading.

To apply forward your resume to enquiry@horizons-sport.com.au.

Air Canada crowns North Stars champions

AIR Canada was back on the ice - or, more accurately, back in the ice - in Melbourne this month as the presenting partner for the 2015 Australian Ice Hockey League (AIHL) Finals.

The Goodall Cup - the world's third oldest ice hockey trophy - was won this year by minor premiers the Newcastle North Stars, who needed extra time to defeat Melbourne Ice 3-2 in one of the most nail-biting games ever played at Melbourne's Medibank Icehouse.

Melbourne Sales Executive Neil Westaway presented the Goodall Cup to Rob Starke, captain of the North Stars, who have now won the trophy a record five times.

This is the third consecutive year Air Canada has sponsored the prestigious AIHL Finals series, and the airline is promoting Australian ice hockey to the world by featuring games, including this year's final, on its global in-flight entertainment system.

For the finals weekend, Air Canada hosted a number of travel industry guests, including agents from Express Travel Group and staff from APT Touring, all of whom were presented with their own Air Canada branded hockey sticks.

AIHL Commissioner Robert Bannerman says that almost 120,000 people have attended ice hockey games this year, with thousands more watching matches on Fox Sports. This year's final was also reportedly live-streamed to people in 54 nations.

"Air Canada's support has played a key role in raising awareness of the game."



ABOVE: APT's Cheryl Gilchrist, Lisa Hahn, Caroline Kingsbury, Katherine Ross and Brooke Rolley, with Neil Westaway (AC), David McNabb (AC) and AIHL Commissioner Robert Bannerman.

RIGHT: italktravel's Greg McCallum with son Patrick and Air Canada's Neil Westaway.



BELOW: Alexandra Pisker from APT with her daughter Maria and Stuart Moon, also from APT.



BELOW: Andrew Diss from Independent Travel Group's In Travel Group with partner Kate Narkiewicz.

RIGHT: Air Canada's Neil Westaway with Laurel Maker and Katherine Newlands from Bella Jet Travel.



BELOW: Air Canada's David McNabb shows how it's done.



ABOVE: Shelley Wyatt and Joel Wyatt from Independent Travel Group's Warrantyte Travel and Cruise.

LEFT: North Stars captain Rob Starke hoists the cup.



A&K Africa & Arabia

A **MIGRATION** safari through Kenya & Tanzania visiting a range of game reserves features in the new Africa and Arabia guide from Abercrombie & Kent.

Special departures to Amboseli, the Maasai Mara, Tarangire and the Serengeti are scheduled for Feb, Mar & Jun 2016, priced from \$13,995pp twin share.

Private journeys including an epicurean tour through the Cape Winelands also features in the program, now available to stock.

3K fast Tuesdays

JETSTAR Asia has kicked off an awareness campaign entitled 'FAST Tuesdays', encouraging customers travelling from Changi Airport on Tuesdays to check-in using only self-serve kiosks.

A few counters will remain open on Tuesdays until the end of the year to assist passengers travelling on group bookings and those needing document checks.

Straight-to-gate and mobile check-in facilities will remain an available option for passengers.

Perisher prices rising

SKI travellers are being urged to get their orders in for Perisher's Epic Australia pass for the 2016 winter season, with prices rising at 11:59pm (midnight) next Wed.

The pass entitles the holder to unlimited skiing and boarding over the season, as well as access to nine ski resorts in the USA, priced from \$769 per adult.

SZX 24hr operation

CHINA'S Shenzhen Bao'an Int'l Airport is preparing to commence around-the-clock flight clearance operations in order to grow its route network to new cities.

The facility is aiming for an extra 1.55 million passengers annually through welcoming flights from new destinations and increasing frequency of those now served.

A move to 24-hour clearance would make Shenzhen the country's sixth major airport alongside Beijing, Shanghai, Guangzhou, Chengdu & Xiamen.

Tunisia DFAT warning

AUSTRALIANS are being urged to be "especially vigilant" in the Tunisian capital of Tunis, with DFAT warning of car bomb attacks & heightened security conditions.

Roads can be closed at short notice, DFAT says, with visitors advised to follow the advice of security operators, tour operators and hotel staff.

Rwanda Exp expands

NEW international routes into Asia and Europe are on the cards next year for RwandAir Express, the flag carrier of Rwanda.

The carrier has just acquired two new Airbus aircraft capable of seating up to 268 pax in a deal worth \$160 million at list prices.



Industry Appointments

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

TRAVELtech and **No Vacancy** exhibition head **Martin Kelly** has joined forces with **Angie Kelly** (no relation) to launch the appropriately titled **Mr & Mrs Kelly**, a new PR consultancy specialising in the field of travel.

Three new appointments have completed a major reshuffle in the Sales and Inside Sales departments at **APT** and **Travelmarvel**. The tour firm has hired **Lisa Gair** and **Camille Moore** as new Business Development Managers, looking after the NSW and Qld markets respectively. Gair steps into the role vacated by **Aaron Christian**, who has been promoted to a new role as Account Manager, APT Small Ships.

Cathay Pacific has promoted **Richard Jones** to a new position of Sales & Marketing Manager Australia. Jones has been with CX for 21 years and ascends from his previous role as Corporate Sales Manager Australia.

A new team member, **Libby Baron**, has joined the marketing team at **Southern Discoveries**, tasked with helping the company focus its marketing operations into online and offline media, PR & partnerships.

Following a thorough search, **AccorHotels** has appointed **Leon Pink** to the role of General Manager at its Elements of Byron Resort & Spa. The property is part of the MGallery Collection. Pink brings a hotel career spanning two decades in which he has managed properties in Europe.

Returning to his homeland of North Queensland, **Joel Day** has been named as the new General Manager of **Rydges Plaza Cairns**.

Metro Hospitality Group has hired **Paul Rogers** to take on the position of General Manager at Metro Hotel in Perth. Rogers brings experience with AccorHotels and Mirvac in Vanuatu, Sydney & Perth to his new role.

A number of new appointments have been made at the **Raffles Group of Hotels & Resorts** in Fiji following a management restructure. Leading the team is **Bradley Robinson** as Chief Executive Officer. Additionally, **Akshay Singh** is the new Group Director of Sales & Marketing, while **Lily Wong** has been named as the new Group Human Resources Manager.

Oscar Munoz has been vaulted into the position of President and Chief Executive Officer at **United Airlines**. **Henry L Meyer III** was named the carrier's non-executive chairman following the departure of Jeff Smisek.

Fresh off opening the adults-only Waitui Beach Club, the **Softel Fiji Resort & Spa** has appointed two new roles, with **Luke Groves** as Waitui Beach Club Manager and **Takahisa Erikawa** as Executive Sous Chef.



WIN WITH INSIDER JOURNEYS

This month Travel Daily and Insider Journeys are giving away a trip including return economy class airfares, 3 nights in Saigon, Cu Chi Tunnels tour & city tour, Mekong delta tour, 2 nights in Siem Reap, tour of temples of Angkor by Tuk tuk and return airport transfers.

Insider Journeys (formally Travel Indochina) has been operating Small Group Journeys and tailor-made holidays to Asia for 22 years. Insider Journeys' idea is simple- to explore and share the essence of Asia's culture, natural beauty, cuisine and, most importantly, its people.

Answer each daily question correctly and have the most creative answer to the final question to win. Send your answers to insiderjourneys@traveldaily.com.au

Q8. Do Insider Journeys offer touring experiences in the Himalayas?

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

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INTERVIEWING NOW!

**ACCOUNT MANAGER/BUSINESS DEVELOPMENT
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An exciting new opportunity exists to join this leading supplier of corporate travel solutions. Working as part of a national team you will be responsible for developing strategic relationships with clients identifying additional opportunities within an existing client base and converting into wins for the business. Enjoy a top salary + commissions. If you have 2 yrs experience in corporate travel sales, great networking, presentation & relationship building apply now!

RARE ADELAIDE BASED ROLE

**BUSINESS SOLUTIONS MANAGER (CORPORATE SALES)
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Your role will be managing an existing client base assisting in the ongoing growth of the brand, whilst also using your polished sales skills to achieve new business & continued growth. You will support the AM team managing an existing client base, together with working with the BDMs to achieve new business leads. You will be responsible for identifying growth opportunities & travel trends in the industry, together with devising strategies to build new business.

MANAGE A WINNING TEAM

**CORPORATE TEAM LEADER / MANAGER
PERTH - SALARY PACKAGE TO \$86K+**

Due to an increase in business, this Global Travel Management Company is seeking a competent travel manager with a proven track record managing a team of consultants. Working with this established team, you will be responsible for developing and driving the team to achieve results and maintain service levels. Management experience in a corporate travel environment is essential together with a hands on consulting approach when required.

LARGE MARKET CORPORATE SALES

**CORPORATE BUSINESS DEVELOPMENT MANAGER
MELBOURNE – PACKAGE TO \$150K+ (OTE)**

This leading travel management company is looking for an experienced & driven BDM to join their team. You will be responsible for acquiring new business, developing relationships & implementing sales strategies to optimise client spend. Attractive salary with uncapped earning potential. Experience as a travel BDM with a proven sales track record along with strong customer service, presentation, communication and negotiation skills essential.

OWN THIS SENIOR ACCOUNT MANAGER ROLE

**SENIOR ACCOUNT MANAGER - TMC
SYDNEY – FROM \$90K+ DOE**

Are you the master in keeping relationships? We are looking for a strong Account Manager with 4 years + experience to join a market leader. You will be a polished and professional individual who knows how to deliver outstanding account management services for large market clients, building rapport and analyzing data to effectively manage their business. Strong communication and negotiation skills are essential. Take your career to the next step!

OPEN THE DOOR TO THIS NEW ROLE

**BUSINESS DEVELOPMENT MANAGER - HOTELS
SYDNEY – SALARY PACKAGE \$70K + INCENTIVES**

Create a valuable impression when you join this outstanding and iconic hotel. You will have experience in sourcing and winning new business with great negotiation skills and a fantastic personality. Representing a well-known hotel in the market you will report to the Director of Sales & Marketing and be proud to be part of this team. Experience in the Australian hotel market with skills in promoting a unique brand and managing relationships

MIX IT UP IN THE MICE MARKET

**EVENTS SALES MANAGER
SYDNEY - SALARY PACKAGE \$75K + INCENTIVES**

This international hotel company is looking for a sales expert who is passionate about MICE along with the ability to source and secure new business. You will have a real drive, passion and understanding of the MICE market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this brand under your wings.

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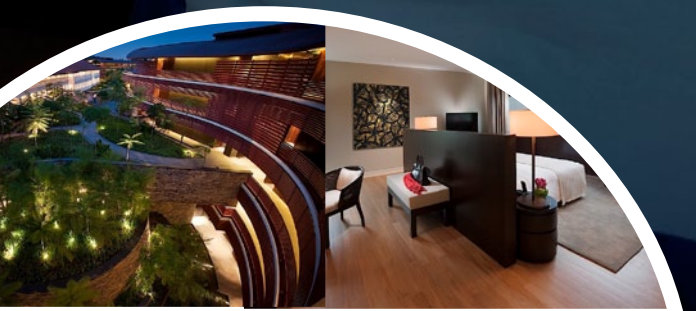
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CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quikticket between 10 September to 08 October 2015 for travel 01 March – 30 September 2016 ticketed on SQ (618) plate with an Early Bird fare basis (EB). Child, Infant, Group sales, Wholesale and Cancelled or Refunded tickets are not eligible. The top 3 agents with the highest international SQ Early Bird sales and the 2 agents with the highest percentage increase in SQ sales year on year will win one of five major prizes. To qualify for the "top 3 selling agents" prize a minimum of \$30,000.00 in net SQ sales is required. The major prizes are valid on SQ services only and tickets are subject to taxes and surcharges. Prizes cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles or be exchanged for cash, transportation from other cities except from SYD/MEL/BNE/ADL/PER/DRW and all travel expenses, insurance, ancillary costs etc are at the passengers expense. All winners must be an international travel consultant and full time employee of the agency in Australia. Consolidated Travel and Singapore Airlines reserve the right to withdraw or change the conditions of the promotion at any time. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 08 September 2015.