



LUXURY TRAVEL

# APT has christened our newest River Ship – MS AmaMagna

APT, Australia’s most trusted cruise and touring specialist, is proud to announce the christening of its brand new European river ship, the AmaMagna.

- **22 metres wide – twice the width of traditional European river ships**
- **Sailing from Germany to the Balkans**
- **Five bars and four unique dining venues**
- **Innovative design, specifically for the Danube River**
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## AmaMagna is ready

RESERVATIONS can now be made on APT's newly christened ship, *MS AmaMagna*.

The European river vessel is twice the width of traditional ships at 22 metres, and features spacious suites, a Zen Wellness Studio, five bars, and four separate dining venues.

Itineraries on offer are sailings from the Balkans to Germany.

For more info on the ship and available cruises - see **front cover**.



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## Luxury family escapes

LUXURY Escapes has moved into the homes and villas market, launching a new range of exclusive retreats for groups and family getaways.

The company's latest family-focused accommodation range is currently available in Southeast Asia, offering destinations such as Nha Trang in Vietnam, Bali, and the Thai island of Phuket.

While the new product line is limited to the Asian region for now, Luxury Escapes Chief Exec Officer Cameron Holland told *Travel Daily* there were plans to expand family getaways to other markets in the future.

"While initially, we are focusing on Southeast Asia, we plan to extend this offer into Europe, Australia and surrounds," he said.

The motivation for introducing the expanded family segment is

### Today's issue of TD

*Travel Daily* today has seven pages of news, a front cover wrap for APT, a photo page for Travellers Choice, plus a full page from:

- AA Appointments jobs

to take advantage of a growing demand for families looking for more "cultural immersion".

"With group and multi-generational travel continuing to rise...homes and villas is the perfect solution for those seeking a more authentic and private travel experience," Holland contends.

"Homes and villas is a new product vertical we are launching as part of our broader group and family travel offering.

"We have carefully curated a range of properties - from multiple bedroom villas - to single-key properties, offering our customers choice and flexibility to design their perfect escape."

The move follows a recent push on the luxury cruise market (*CW* 12 Jul) and the launch of a fully inclusive air booking platform (*TD* 05 Jun), decisions Holland insists are being made in step with the appetites of its clients.

"Our decision to build out this area of our business...lies with our customers, listening to their needs...to surprise and delight them," he said.

## Jetstar overseas

JETSTAR has launched a Get Overseas Sale, offering discounted flights to Fiji, Seoul, Hawaii and more.

One-way fares from Sydney to Fiji (Nadi) are available from \$169 one-way, from the Gold Coast to Seoul (Incheon) from \$199 and Sydney or Melbourne (Tullamarine) to Hawaii from \$189.

The sale ends 23:59 AEDT Mon 22 July, unless sold out prior. For more info, **CLICK HERE**.

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## HK setback study

**DEMONSTRATIONS** against the controversial Hong Kong extradition bill have led to a 5.4% drop in flight bookings to the region from Asia, travel trends analysts ForwardKeys reports.

In the two weeks from 16 to 29 Jun, which saw riots on the city's streets and a siege of the police headquarters, bookings fell by 9%.

This was followed by a 2.2% decline the following fortnight, when demonstrators stormed the Legislative Council on 01 Jul, before police charged a group of protestors with batons on 07 Jul.

The data highlighted a sharp reversal of the positive trend, which saw Asian bookings for the first six months of the year to 15 Jun grow by 6.6% compared to the previous corresponding period.

However, ForwardKeys reported coverage of the demonstrations had not impacted long-haul flight bookings to Hong Kong, with overall booking up on 2018 data.

## Waldorf rebrand & push

**DAIWA** Living Waldorf will rebrand its Waldorf Apartments portfolio to "Nesuto" under an aggressive strategy to more than triple the number of the brand's rooms in Australia and NZ.

The new branding will be rolled out across 12 of the group's 23 properties, including those at Woolloomooloo, NSW; Mounts Bay, WA; and Auckland Stadium in New Zealand.

The new direction follows the 100% share acquisition of Daiwa Living Waldorf in Nov by Japan-based Daiwa Living Management and Cosmos Initia.

The new shareholders have outlined a plan to expand the brand's presence from 1,500 rooms to 5,000 by 2024.

Daiwa Living Waldorf CEO Mark Ronfeldt said the rebrand subtly references the group's core Japanese heritage.

"Nesuto has been chosen to represent 'nest' in Japanese

pronunciation, which corresponds with the warm welcome and safe, comfortable environment our guest will enjoy at each of our properties," he said.

"One of our key objectives under the rebrand is to exponentially grow the Nesuto portfolio in the Australia Pacific region by redefining hotel and apartment hotel stays.

"We are working with savvy investors who have a vision as to what future infrastructure looks like in their area and understand the importance of having multiple business drivers around their investment."

Ronfeldt said this was illustrated by Nesuto properties already under development, including a management agreement for a newbuild at Western Australia's Curtin University and heads of terms agreements for properties planned in Brisbane and Melbourne.

## Emirates Mexico

**EMIRATES** will commence a daily service between Dubai and Mexico City via Barcelona from 09 Dec.

The new route will be operated on a two-class Boeing 777-200LR, featuring 38 Business class seats and 264 in Economy class.

Emirates President Tim Clark said a non-stop flight was not possible due to the high altitude of Mexico City Int'l Airport.

## Pickyourtrail tie-up

**INDIA-BASED** DIY travel platform Pickyourtrail is teaming up with Tourism Australia to provide itineraries from the UnDiscovered Australia initiative to Indian visitors.

The partnership will offer the growing Indian tourism market greater insights to plan customised itineraries before travelling to Australia, Pickyourtrail co-founder Hari Ganapathy said.

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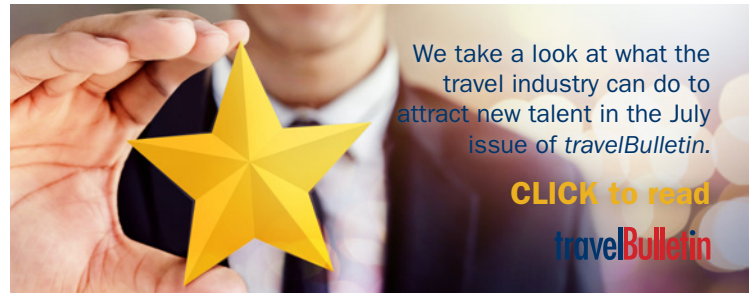
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**Matt Schmitz**

Gold Travel Counsellor since 2012

What I love about Travel Counsellors is that I wholly and solely just focus on my customers and focus on selling of travel – that's what I am good at. Having people on the other end of the phone, answering questions and being able to do things that I can't do or don't have time to, makes me feel so supported. The level of support Travel Counsellors offers is what makes me money.



We take a look at what the travel industry can do to attract new talent in the July issue of *travelBulletin*.

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

## Vale Joe Sammut

THE travel industry is mourning the passing of Joe Sammut, the owner of the Breakaway Travel Group and Bravo Consolidation.

His funeral will take place tomorrow at 11am at Our Lady of Victories Church, Horsley Park.

## YOTEL to open in Melb

UK-BASED hotel group, YOTEL, has announced plans to open its first property in Australia, with the 2022 arrival of YOTEL Melbourne.

The 244-room hotel will be located on 63-69 City Road in Southbank, within walking distance to tourist hot-spots such as the Arts Precinct, Federation Square and the Melbourne Cricket Ground.

The brand currently owns properties in Europe, the US and Singapore and offers an “affordable luxury” option that targets both business and leisure travellers.

“Australia is a very sophisticated hotel market with strong stakeholders, however, we believe the affordable luxury segment has been underserved and that’s what YOTEL intends to solve,” said Hubert Viriot, Chief Executive Officer of YOTEL.

“We are already exploring development opportunities in Sydney, Brisbane and Perth and we are confident we will soon have a robust hotel pipeline in place, targeting both our international customer base as well as the domestic market.”

YOTEL Melbourne will offer rooms equipped with “SmartBeds”, as well as the brand’s signature “KOMYUNITI” spaces where guests can work, host meetings, relax or socialise.

The property will also feature an outdoor terrace cafe, 24/7 gym, and viewing deck with a restaurant and bar.

The group has confirmed additional plans to bring all three of its brands to Australia, including YOTELAIR & YOTELPAD.

## Window Seat

IS IT a bird? Is it a plane? No, it’s an eight-metre long giant hot dog on wheels that saucy snag fans can rent out for the night, thanks to a new promotion by American hot dog company, Oscar Mayer and Airbnb.

The cheekily named Wienermobile is available to book between 01-04 Aug in Chicago, with guests able to relish amenities such as a mini fridge stocked with hot dogs and a comfy outdoor area.

Let’s be frank, it wouldn’t be the wurst place to spend the evening - no buns about it.



## Regional Vic report

THE Victorian Government is inviting members of its regional communities to offer their opinion on the future of tourism in the State, following the release of the Regional Tourism Review Discussion Paper.

A series of consultations with tourism industry stakeholders will be held from Jul to Sep across nine local regions, starting in Ballarat on 26 Jul - more **HERE**.

## Kang Is go-ahead

A CONTROVERSIAL ecotourism accommodation project proposed for Kangaroo Island’s Flinders Chase National Park has been given the green light despite concerns from environmentalists, *ABC News* has reported.

The project, instigated by The Australian Walking Company, is said to “minimise the impact of the natural landscape”, however concerns for wildlife remain.

## Velocity giveaway

VIRGIN Australia’s Velocity Frequent Flyer program is offering members the chance to win one million points every week, for the next 11 weeks.

To be eligible, users must download the Velocity app from the App store or Google Play.

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## WHAT DO THESE BRANDS ALL HAVE IN COMMON?

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COMING AUG 20

## Take a TRYP to Adelaide



**WYNDHAM** Hotels & Resorts will launch its first TRYP by Wyndham Hotel in Adelaide, the brand's first location in South Australia and the fourth nationally.

TRYP by Wyndham Pulteney Street Adelaide will have 124 rooms and suites, an elevated lounge area, two restaurants, two bars, meeting rooms, and will be developed by Ginos Group.

Works on the \$35 million development (render **above**) are expected to begin in Oct, with the hotel slated to open in the first quarter of 2021.

The new development will join TRYP by Wyndham Fortitude Valley in Brisbane, which opened

in 2014, along with TRYP by Wyndham North Lakes & TRYP by Wyndham Southport, which are both scheduled to start development later in the year.

"The city's robust events calendar, revamped Adelaide Oval, rise in cruise ship visits and additional air links continue to drive growth," said Joon Aun Ooi, President and Managing Director, South East Asia and Pacific Rim, Wyndham Hotels & Resorts.

Ginos Group Director Zis Ginos said "We want to develop an iconic hotel that becomes an Adelaide treasure and invites guests to experience the very best of the city".



### Product Executive

This position would suit a self-motivated, enthusiastic and highly organised individual with a strong passion for detail and computer skills. It encompasses the loading, maintenance and accuracy of product information and pricing in our internal reservations system and the generation of reports and competitive analysis.

Monitor and analyse product profitability and growth through close communication and liaison with other departments and staff to build an effective link between reservation teams and the sales and marketing department.

Manage supplier relations to ensure profitability and suitable products are developed and maintained in the region.

Please send your cover letter and resume to:  
[jobs@beyondtravel.com.au](mailto:jobs@beyondtravel.com.au)

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

**McKibbon Hospitality** has named **Joe Taggart** as its new Chief Financial Officer. Taggart most recently spent 12 years at Valley National Bank and its predecessor, USAmeriBank in Florida.

**Small Group Touring** has appointed **Zoe Francis** as its Trade Partnerships Manager. She joins the company with 13 years of experience across wholesale touring and retail travel, including roles at Travelex and G Adventures.

**Antonio Tolo** has taken on a new General Manager Property, Retail and Parking Services role with **Sunshine Coast Airport**. He joins from Gold Coast Airport where he was General Manager Property & Planning, responsible for delivery of the Gold Coast Airport Property Strategy, the Ground Transport Plan and the 2017 Master Plan.

**Linkd Tourism** has appointed **Jessica Harding** and **Carolyn Nightingale** as Trade Account Managers. Previously Marketing Manager of 7travel, Harding will lead the sales, representation and marketing activity on behalf of the agency's long-standing clients, Aqua Aston Hospitality and Alamo Rent A Car, while Nightingale will be tasked with managing Colorado Tourism Office.

### MSC incentive

**MSC Cruises** is offering agents the chance to win a cruise for themselves and a friend, plus \$1,000 towards flights.

To enter, book and deposit a minimum of 10 cabins between 15 Jul to 15 Sep on cruises departing between 01 Apr-31 Oct 2020 & are of seven nights or more.

Then email a list of booking numbers and pax names to [marketing@msccruises.com.au](mailto:marketing@msccruises.com.au).

### Japan commission

**INSIDE** Japan has released its dates and prices for small group tours for Jul-Dec 2020, including an increase in commission to 15% on all small group tours for a limited time.

With over 30 departures and tours ranging in length from eight to 14 nights, prices lead in at \$4,930.

Offer ends 16 Aug, and applies only to tours departing 2019-20.

### Journey Beyond

**JOURNEY** Beyond Rail Expeditions' 2020/21 season is now open, with The Ghan, Indian Pacific and the Great Southern featuring earlybird package deals from \$2,309.

There are also advance purchase savings available on rail-only holidays of up to \$800 per person.

The Ghan Expedition can now also be split in Alice Springs, meaning guests can pause their journey for three, four or seven nights before reboarding the train and continuing south to Adelaide.

### Radisson revamp

**RADISSON** Hotel Group has launched a new multi-brand and mobile-first global website, [RadissonHotels.com](http://RadissonHotels.com).

The revamped website will be complemented by a Radisson Hotels application, which will be available by the end of Jul.

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## Owens takes on new phase



**VETERAN** cruise sales manager Craig Owens has launched his own company called CJO Sales Consulting, already securing Airline Refunds Management as a major client for the new venture.

The business aims to provide expert sales and consulting services to the travel sector.

Owens was most recently the Sales Director Australia and New Zealand for Silversea Cruises until May of this year.

In further news, Owens has also accepted a role as the National Sales Director for Greece &

Mediterranean Travel Centre.

"I'm excited to be joining Greece & Mediterranean Travel Centre off the back of a record year of growth for the innovative niche wholesaler," he enthused.

**Pictured:** Craig Owens with Halina Kubica from the Greece & Mediterranean Travel Centre.

### RCI cuts port calls

**ROYAL** Caribbean International has cancelled two port calls yesterday to San Juan, Puerto Rico, due to political unrest.

Want to generate enquiries?

Send your clients a customised edition of *Travel & Cruise Weekly* magazine

[CLICK HERE FOR INFO](#)

### Open heart sanctuary

**HAMILTON** Island guests can now access a lagoon in the Great Barrier Reef called Heart Island, a tropical attraction that was more than \$2 million and 10 years in the making.

The split-level pontoon was developed by Hamilton Island Air and is only accessible by helicopter, catering for small groups of six guests at a time.

Hamilton Island CEO Glenn Bourke said the new attraction would elevate the luxury offering available on Hamilton Island.

"Heart Island provides our guests with an unsurpassed way to explore the wonders of the Great Barrier Reef," he said.

### Q'town dinner tour

**ALPINE** Wine Tours has launched a Progressive Dinner Tour in Queenstown, NZ.

The new package offers guests a chance to enjoy some of the city's wineries, micro-breweries and restaurants all in one evening.

Tours leave the centre of Queenstown at 6.45pm daily and guests are dropped back into town at 10.15pm, with prices starting from \$249 per person.

### Zone makes splash

**THE** Reef Family Splash Zone has opened up to guests for the first time on board Princess Cruises' *Caribbean Princess*, featuring a water play pad, a refurbished pool, jacuzzi, and bar serving up kid-friendly mocktails.

Princess Cruises Vice President Entertainment Experiences Denise Saviss said the new facility would add further value for families aboard the vessel.

"We re-imagined the space to offer families a dedicated spot to spend time together in a welcoming and safe environment," she said.

"The Reef Splash Zone has opened to rave reviews from kids and parents alike, offering the ultimate family spot."



### TRAVEL WITH PURPOSE

This feature is brought to you by Intrepid Travel



I'm just back from the neon and fun of Vegas and Flight Centre Global, but while I was away there was a

story in Australian headlines that I couldn't ignore. I was so disappointed to see images of lines forming on Uluru in the media.

Uluru is not only an Australian icon, attracting thousands of travellers each year; it's also a sacred place for the Anangu people, who are the traditional owners of the land. We ceased climbing back in 1998, in respect of that. Intrepid believe that tourism needs to work for local communities as well as the travellers visiting them.

Unfortunately, Uluru isn't always treated with the same respect by visitors – or travel companies – that is given to many other sacred sites around the world. Our team on the ground report that there has been an influx of tourists hiking the rock, while we have also had more enquiries around climbing it.

We educate travellers about why they shouldn't climb but we cannot stop them. We communicate our respect for the site wherever we can – from trip notes to sales to our people on the ground. The climbing ban will come into effect on October this year. We, for one, say that it is about time.

Brett Mitchell, Managing Director APAC, Intrepid Travel



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Travel Daily is offering readers the chance to receive a scholarship to the Travel Industry Mentor Experience, valued at over \$2,000.

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## The Travellers Choice connection

**NO NATIONAL** network works harder at connecting with its agents than Travellers Choice, and a key event on the group's calendar is its annual Member Meetings, which take place in six capital cities across the country.

This year Managing Director Christian Hunter was joined by new Chairman Trent Bartlett, and together they delivered a detailed update on the company's current growth strategies, while also briefing members on evolving developments such as IATA's New Distribution Capability.

As always, Travellers Choice members also seized the opportunity to discuss with senior management and colleagues the challenges facing their agencies.

"We work hard to keep our members informed, but we

also ensure they have every opportunity each year to have their voices heard," said Hunter.

"It's that two-way communication that makes Travellers Choice the natural home for independent travel agents."

For more information on Travellers Choice head to [www.travelagentschoice.com.au](http://www.travelagentschoice.com.au).



**QUEENSLAND** members turned out in force.



**CHRISTIAN** Hunter, Travellers Choice with Melbourne-based Jason Brownley, Belmore Travel; Julie-Ann Silvey, Chelsea Cruise & Travel; Carol Evans, Bay Travel Services and Graham Smith, Travellers Choice.



**NSW** agents get cosy.

**WA** members Kylee Graham, James St Cruise & Travel; Jenny Franceschi, Kings and Nicola Strudwick, Travellers Choice.



**TRAVEL** Makers' Phil Dalley and Anthony Allardyce with Nicola Strudwick from Travellers Choice.



**TRAVELLERS** Choice's senior management team: Robyn Mitchell, Lutz Poelchow, Christian Hunter and Nicola Strudwick.

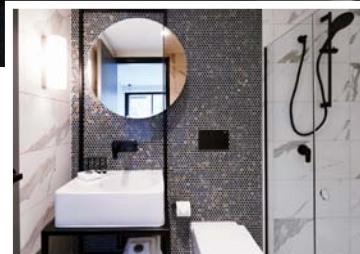


**ACT** members Jim and Jenny Cooper, Queanbeyan City Travel & Cruise; Brian Slater, Maria Slater Travel and Mary Balmain, Twofold Travel.



**KYMBERLY** Rohrsheim and Brian Bennett, Travel and Cruise Professionals; Kate Harvey, Naracoorte Travel n Cruise; Christian Hunter, Travellers Choice; Nancy Sinopoli, Travel House Group; Nicola Strudwick, Travellers Choice; Dianne Bajjali and Rosie Tripodi, Travel House Group.

## Second Brady for Melbourne



**BRADY** Hotels is set to open its second location in Melbourne on 01 Aug, Brady Hotels Jones Lane.

Located on Little Lonsdale Street, on the corner of Jones Lane, the hotel is nearby theatre, shopping and laneway offerings.

The 4.5 star boutique hotel spans 21 storeys and encompasses 153 rooms, including 125 king, 14 business, 10 twin and four studio apartments, 96 of which feature balconies.

Rooms also include floor-to-ceiling windows, 40-inch smart televisions with Foxtel access and Smeg induction cooktops and rangehoods for the studios.

Additional hotel services and amenities include a 24-hour reception, round-the-clock room service, two garden terraces, self-serve laundry, a bike storage room and a gym.

Brady Hotels Group General Manager Robert Moore said many aspects of the new hotel

break away from industry tradition and reflect what guests have expressed that they do and don't want.

"We have got rid of the conventional check-in desk, instead welcoming guests into an open plan lobby that has a more friendly and inviting feel," he said.

"Our front-of-house staff won't have uniforms, allowing them to convey their individual personalities while maintaining the highest professional standards and customer service.

The property also doesn't have minibars in the rooms, with Moore saying guests would rather BYO "than pay \$6 for a dusty packet of chips".

A hotel room is **pictured** and a bathroom **inset**.

## WIN A TRIP TO morocco

This month Gate 1 Travel is joining Travel Daily to give agents the chance to win a trip to Morocco for two. The 11-night Kaleidoscope of Morocco trip takes in ancient wonders such as the UNESCO-listed Roman ruins of Volubilis, the ancient desert city of Ait Benhaddou, the imperial city of Fez and the bustling medina of Marrakesh. Click here for more trip details.

To win you need to correctly answer one question each week in July, and at the end of the month tell us in 25 words or less why you should be the person to win this prize. Send your answers to [gate1@traveldaily.com.au](mailto:gate1@traveldaily.com.au).

Q3 - What is the capital of Morocco?

More of the World for Less  
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TRAVEL™



### Silversea launch

**SILVERSEA** has launched its new collection of Grand Voyages for late 2020 and 2021.

On offer for the new season are three expedition cruises and a circumnavigation of Australia on board *Silver Muse*.

Silversea's Grand Voyages feature extended journeys, up to 70 days with multiple overnight stays and a range of exclusive events and experiences.

"You can sail around Australia over 51 days, cross the Arctic Circle and uncover the ancient monuments of Egypt on a 64-day voyage, or step foot onto the frozen continent of Antarctica and swim in the tropical waters of Bora Bora on the same 52-day voyage," said Barbara Muckermann, Silversea's Chief Marketing Officer.

### AC Aeroplan

**AIR** Canada has made changes to its rewards program, Aeroplan, to provide greater flexibility to manage flight reward bookings.

Changes include full refunds within 24 hours of booking, refunds of flight rewards up to two hours before departure and refund fee reductions.

### Eurowings taxi

**EUROWINGS** has joined forces with TaxiTender, offering passengers the ability to book a taxi to and from their flight from the Eurowings application.

Ojo Meijers, CEO of TaxiTender said, "the new partnership with Eurowings contributes to strengthening our position in the growing market for airport transfers."

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#### EDITORIAL

Editor in Chief and Publisher – Bruce Piper

Editor – Jasmine O'Donoghue

Contributors – Adam Bishop, Sarah Fairburn, Nicholas O'Donoghue, Myles Stedman, Jenny Piper, Christian Schweitzer

[info@traveldaily.com.au](mailto:info@traveldaily.com.au)

#### ADVERTISING AND MARKETING

Sean Harrigan, Hoda Alzubaidi and Lisa Martin

[advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

#### BUSINESS MANAGER

Jenny Piper  
[accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

Suite 1, Level 2, 64 Talavera Rd  
Macquarie Park NSW 2113 Australia  
PO Box 1010 Epping NSW 1710 Australia  
Tel: 1300 799 220 (+61 2 8007 6760)

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**REGIONAL SALES MANAGER  
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If you're well connected within the travel market and looking for a first class product to represent - don't miss out on this challenging BDM opportunity. Along with managing and growing existing leisure accounts you'll be confident in identifying and building new business opportunities to increase revenue, experienced in presenting and have strong negotiation skills. Previous experience in a similar industry sales role is preferred. Top package.

**\*NEW \* LOVE THE THRILL OF THE CHASE**

**CORPORATE BUSINESS DEVELOPMENT MANAGER  
BRISBANE - \$80K PLUS SUPER**

This globally recognised brand requires a talented BDM to join their growing sales team and be responsible for winning new corporate accounts. You will be adept at working within the corporate market, pipeline development and winning new business through to key account management, growth and retention of clients. The rewards here are huge including international travel benefits and incentives. Interviewing soon.

**WINE & DINE**

**FOOD & BEVERAGE MANAGER  
BRISBANE - UP TO \$95K PKG**

Come and join an iconic Brisbane hotel as F&B Manager. Reporting into the GM you'll be responsible for managing key outlets including restaurants, bars, function areas and room service to ensure service standards are met and profit increased. You'll have strong people management skills along with the ability to devise and implement strategies to increase sales and reduce cost and waste. Experience in a similar F&B role within a hotel environment is a must.

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