

# TABS ON TRAVEL TODAY

Incorporating Tabs on Travel

Wednesday 04 March 2015

Issue 3024

Get a \$10 food & drink voucher with domestic Starter Plus fares

Book a Jetstar Plus bundle for \$19 on all domestic flights.

Jetstar

## Should Suppliers Provide Security?

Following yesterday's story about start-up carrier Kiwi Regional Airlines, TAANZ chief executive Andrew Olsen is asking if it's time for suppliers to provide agents with security to protect them against collapse.

The TAANZ boss is making reference to Ewan Wilson's failed Kiwi Airlines operation, which went into voluntary liquidation in 1996 leaving passengers stranded on both sides of the Tasman. "Any supplier who wants to work through an agency is recognising the strength of the travel agency distribution channel," says Olsen. "Currently travel agents make up their own minds about the inherent risk of trading with

suppliers, but TAANZ would remind its members that only, and in some cases not all, consumers are covered if a supplier fails, not agents themselves. Agents have to time and time again foot bills for failed suppliers.

"That raises the question, is it time suppliers provided agents with security that can be called upon if they fail?" muses the TAANZ boss.

### ... 'He's Dreaming'

It is not the only feedback *Travel Today* fielded from industry sources, from consultants to airline commentators, in response to Wilson's plans.

While most of those responses are not in fact printable, the feedback questioned the feasibility of the services, particularly with no through connection to international services as well as the probability of consents to operate to Whenuapai. Virgin Blue attempted to operate services from the Auckland airbase in 2004 and lost heavily. The same opposition is still expected.

And as for getting agent support, says one source, 'it's a bit like that lively line from *The Castle*... 'tell him he's dreaming'.

### New Travel Brokers GM

The Travel Brokers is looking for a new general manager, who will be tasked with continuing 'the on-going growth and development of the business' and positioning it as the country's 'leading travel broker business'.

## Win An Oz Trip For 10

Air New Zealand reminds leisure retail agents they have until 08 Mar to be in the draw to win an 'Ultimate Trip' to any Australia destination on the carrier's Tasman network for the agent and nine friends. The prize includes three nights in a four-star hotel, twin share, flights and airport transfers. Leisure consultants need to ticket five return leisure NZ airfares for Tasman travel ex New Zealand within the NZ/VA Trans Tasman Alliance network, 23 Feb-08 Mar. Every five return flights booked give agents one entry in the draw. For details, see [airnzagent.co.nz](http://airnzagent.co.nz)

## US Air Hacker Threat

Air traffic control systems in the US are reportedly at risk of being hacked, which could potentially lead to delays, near misses or a disaster. Two US senators have written to the transportation secretary about their concerns around security vulnerabilities, saying these could compromise the safety and efficiency of the national airspace system.

## CX Vs The Toddler

A family was reportedly removed from a Cathay Pacific flight from Bangkok after their three-year-old refused to put on his seatbelt. The flight was delayed while the crew tried to negotiate with the parents who wanted the child to sit on their knee. The delay in turn led other passengers to voice their disapproval at the delays, so the crew removed the family and the flight departed 27 mins late, say reports.

## SYD Tourist Transport

Australia's Tourism and Transport Forum is calling for a shake-up of Sydney's public transport system to make it more tourist-friendly and bring it into line with cities like New York, Paris and Tokyo. TTF says the current system is local-focused and the government should develop a specific tourism and transport policy. It's also lobbying for the creation of a dedicated Visitor Opal card that combines unlimited public transport with entry to top attractions in the city.

## Chile Volcano

Villarica Volcano in the heart of the Chilean lakes district erupted yesterday, and over 3000 people in the area have been evacuated, advises Viva Expeditions. Viva has a group in the nearby in the resort town of Pucon—they are in a safe zone and tomorrow will leave to go to Argentina. The town remains on red alert, says Viva.

6 Pages This Issue

**JAWS PLUS**  
2015

Learn & Win Roadshow

•AKL •WRE •NPE •WLG  
•PMR •NPL •TRG •HLZ

CLICK HERE TO REGISTER

Patagonia and Peru  
**SMALL GROUP EXPEDITIONS**

For active mature travellers

view tours here

**Viva!**  
EXPEDITIONS

South America Travel & Tours



UNFORGETTABLE  
EUROPE RIVER CRUISING

Europe's Most Luxurious River Ships and Land Journeys

PRE-RELEASE 2016

CLICK HERE to view the APT Europe 2016 Pre Release brochure

### SQ UK/Europe Fares

Singapore Airlines has extended sales of its special UK and Europe fares through to 09 Mar. Fares include Barcelona from \$2109, Paris from \$2157, Istanbul from \$2244, Zurich from \$2276, London from \$2310 and Manchester, \$2456. Business class flights are also available. See krisport.co.nz

### Emirates To Bali

Emirates will launch a new daily service between Dubai and Bali from 03 Jun—the 148th global destination for the carrier. A 777-300ER will operate on the route in a two-class configuration.

### EI On Sale

Aer Lingus has flights from the UK to Boston on sale to 31 Mar, says World Aviation. Flights are from \$935 for EDI-DUB-BOS flights, for travel to 31 Mar.

### SQ Changi Dollar

Singapore Airlines has extended its SGD40 Changi Dollar Voucher offer through to 31 Mar 2016. The voucher is available to all transit customers originating from New Zealand and travelling on SQ, SilkAir and Air New Zealand. See krisport.co.nz

ISSN 1176-5275

Travel Today (incorporating Tabs on Travel) is published by Tabs on Travel Ltd, New Zealand. Ph +64-9-415 8111.

news@traveltoday.co.nz  
tony@traveltoday.co.nz

[Click Here to Subscribe](#)

© All contents are copyright, and must not be transmitted or copied without specific approval.

PO Box 305-167, Triton Plaza,  
Auckland 0757, New Zealand.  
Bld F, 14-22 Triton Dr, Albany,  
Auckland 0632, New Zealand.



## Wildlife Souvenirs: Think Twice

The government is warning travellers to 'think twice' before buying wildlife products or souvenirs overseas as they could be stung with a hefty fine or even jail.

Department of Conservation rangers have been at airports in Auckland and Christchurch and the i-SITE centre in Wellington to make travellers aware their souvenirs might derive from endangered or threatened species. Importing, exporting or re-exporting any part of protected species without appropriate permits is an offence under the Trade in Endangered Species Act.

"Recent prosecutions include an Auckland man who was fined \$12,000 for smuggling ivory into New Zealand, and a tourist who was jailed for attempting to smuggle 44 native geckos and skinks out of the country in his underwear," says Associate Minister of Conservation Nicky Wagner. "Travellers should also check labels carefully as some leather goods



are made from the skins of rare animals and many traditional medicines contain CITES-listed material such as bear bile, ginseng or rhinoceros horn."

### LATAM South America

LATAM has flights to destinations across South America on sale to 09 Mar, for travel Apr-Nov, says World Aviation. Flights ex Auckland include Iguazu from \$1955, and Cuzco from \$2130. Business class fares are also available, see the GDS for details.

### Taupo Seeks Air Operator

Taupo District Council is seeking an air operator for the Taupo-Wellington route, with Air New Zealand stopping flights at the end of Apr. The council says it has been approached by locals concerned about what the loss of the flights might mean for the district. Discussions took place with a few potential operators with the aim of starting the service as soon as NZ left, but nothing came of these. The council is now requesting proposals and says it will consult with the community about what, if any, support it should give to secure the service.

## News & Product

### NZ Tasman Sale

Air New Zealand has released sale fares ex AKL/CHC to SYD, with Seat+Bag levels from \$1540w; and AKL-MEL Seat+Bag from \$1740w. The levels are for sales to 05 Mar and travel 28 Apr-16 Dec. Closeouts and flight specifics apply.

### Bali's Airport Crackdown

Balinese authorities are reportedly cracking down on smokers found lighting up in public areas of the island's Ngurah Rai Airport—staging on-airport trials to convict offenders. The law came in to effect 2012, but is only now reportedly being enforced. Balidiscovers.com says 10 smokers (including international travellers) found smoking in public areas last Thu were rounded up, taken to a make-shift court in a tented area at the domestic arrivals terminal and fined.

**Aircalin**  
New Caledonia

## SPOIL YOUR CLIENTS

with Aircalin flights to New Caledonia, where French sophistication meets South Pacific relaxation.

- Full service, every flight
- 5 flights per week
- Under 3 hours from Auckland
- Agent fares
- Year round fare from \$749\*
- Protected inventory
- Exclusive business class
- Commissionable fares

[www.aircalin.com](http://www.aircalin.com) or (09) 977 2238

\*Terms and conditions apply. Price subject to change due to currency fluctuation.

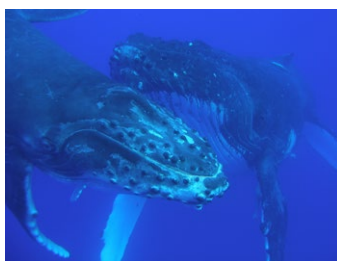
## Los Angeles OR San Francisco

from **\$1499** Per person, return incl. taxes

Sales to 21 March  
Refer to your GDS for details.  
T's and C's apply







### Oz Whale Swimming

Sunreef Mooloolaba is now offering a full day whale watching/swimming tour option in collaboration with Australia Zoo aboard its custom-built conservation and research vessel, Croc One. The new tour takes a maximum 20 passengers, includes lunch and offers more time for whale interaction, says Sunreef. More than 22,000 humpbacks are expected to make the northern migration up Australia's east coast from this month, arriving in Queensland in Jul, and returning down the coast Sep-Nov. See [sunreef.com.au/whale-swimming/](http://sunreef.com.au/whale-swimming/)

### OUT THERE STARTS HERE

YOUR GREAT SERVICE  
AND OUR GREAT RATES

**Expedia TAAP, that's  
why your customers  
keep coming back.**

**Earn great commission and  
get your clients out there.**



JOIN TODAY AT  
[www.expedia.co.nz/taap](http://www.expedia.co.nz/taap)

Telephone  
**0800 623 4293**

Email  
[expedia-nz@discovertheworld.co.nz](mailto:expedia-nz@discovertheworld.co.nz)



# Dubai Hotels In A 'Healthy State'

Dubai saw a 5.6% increase in the number of guests staying in its hotels last year, to a total of 11,629,578, according to new figures from Dubai's Department of Tourism and Commerce Marketing (DTCM).

Hotel properties saw steady year-on-year growth and significant increases across key indicators like revenue and guest nights in 2014—showing that the emirate is maintaining growth at a sustainable level, says DTCM.

Guest nights were up 7.4% from 41.58m in 2013 to 44.66 million in 2014; length of stay increased from 3.78 days to 3.84 days; and total revenues reached AED 23.9 billion, up 9.8% on 2013.

"Growth in revenue is notable, con-

sidering the 9.2% increase in available rooms in Dubai during this period," says DTCM director general Helal Saeed Almarri. "At the start of 2014, the emirate's portfolio consisted of 84,534 rooms across 611 properties; by the end of the year this had increased to 92,333 rooms across 657 properties. The figures indicate that our hospitality industry is in a healthy state and, most importantly, that the growth is sustainable, which is crucial when it comes to meeting our Vision for 2020 targets."

### Kingsgate WLG Change

Millennium & Copthorne Hotels New Zealand's franchise deal with the Kingsgate Hotel Wellington will terminate, by mutual agreement, on 31 Mar, advises the hotel company. The deal is being terminated on the sale of the hotel by the current owner and franchise holder which coincides with the end of the franchise term, it adds.

All current bookings held and rate agreements with the hotel will be honoured up to and beyond 31 Mar, says Millennium Copthorne.



### Enhanced Rail Product

In honour of Rocky Mountaineer's 25th Anniversary, the company has enhanced its SilverLeaf Service, offering more fresh, local and gourmet options, advises World Journeys. Guests are served at their seats, with optional smaller portions, and beverages including wine, beer, spirits and soft drinks are complimentary throughout the journey. SilverLeaf Service is available on three routes: First Passage to the West, Journey Through the Clouds, and Coastal Passage. World Journeys highly recommends up-selling clients to SilverLeaf as the higher level of service is a 'major enhancement to what is often a once-in-a-lifetime experience.' Details, ph 0800 117311 or [info@worldjourneys.co.nz](mailto:info@worldjourneys.co.nz)

### QLD Dolphin Deal

Eight nights between Tangalooma Island Resort and Vibe Hotel Gold Coast are offered by GO Holidays from \$759 pp double. Included are airport/wharf/launch/Gold Coast transfers and one night's dolphin feeding, weather and tides permitting. Sales are to 30 May for travel 26 Apr-18 Sept. Closeouts apply.

### Win A Sth Africa Famil

South African Tourism is offering agents one last chance to win a place on its 2015 famil. To enter, agents must tell South African Tourism in 25 words or less why they want to 'meet' South Africa; and then register and complete the NTO's SA Specialist on-line agent training course. The trip includes international and domestic flights, nine nights' accommodation, a Big Five safari, city tours of Johannesburg and Cape Town, most meals and transfers. Agents who complete the course are also listed on the NTO's website as an accredited South African Specialist. For details [CLICK HERE](#)

### Toberua Revamped

Toberua Island in Fiji has reopened following an 'intensive' three-week transformation, including re-thatching the bar, installing a new pool deck and re-tiling the pool shower, erecting new double hammocks across the island, improving the Wi-Fi and extending the main restaurant/dining room. The resort has stay pay deals available to book until 30 Apr including stay five pay four plus FJD300 resort credit per bure, as well as an extra FJD50 if staying six nights. There's also stay seven pay five plus FJD500 resort credit per bure, and an extra FJD100 for each night after that.

## Help your domestic travellers avoid change fees

## Add a Jetstar Plus bundle for \$19

No change fee\* for unlimited

- Date changes
- Time changes
- Name changes

\* For online changes. Fare difference may apply.  
For full details go to [Jetstar.com](http://Jetstar.com)

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



## CA Wine Weekend

Visitors to California can attend the Santa Barbara Vintners Spring Weekend and taste wines from the more than 120 winery members at tasting room open houses, vineyard walks, 'and more', says the visitor's bureau. Included in the weekend is the Santa Barbara Wine Seminar which promises a fun and engaging discussion with six wine producers from the area. It's on 23-26 Apr, see [sbvintnersweekend.com](http://sbvintnersweekend.com)

## G For Union Square

The Hotel G has opened in San Francisco's Union Square, offering 153 guest rooms in a property that was originally built in 1908 and called The Fielding Hotel. The two-year transformation completes the historic design and restores original features, says Hotel G. See [hotelgsanfrancisco.com](http://hotelgsanfrancisco.com)

# Industry Diary

## MARCH

### Jaws 2015

**Christchurch:** Wed 04, Rydges Latimer Hotel, 1700-2000. **Nelson:** Thu 05, Rutherford Hotel, 1700-2000. **Auckland** (new for 2015): Wed 11, Novotel Ellerslie, (new for 2015), 1700-2000. **Whangarei:** Thu 12, Forum North, 1700-2000. **Napier:** Mon 16, The Sailing Club, 1700-2000. **Wellington:** Tue 17, Amora Hotel, 1700-2000. **Palmerston North:** Wed 18, Distinction Hotel, 1700-2000. **New Plymouth:** Thu 19, Copthorne Grand Central, 1700-2000. **Tauranga:** Tue 24, Tauranga Yacht Club, 1700-2000. **Hamilton:** Wed 25, Hamilton City Oaks, 1700-2000.

### Tourism Fiji's Mamanuca & Nadi Roadshow 2015

**Tauranga:** Mon 23, Trinity Wharf, 0700-0930. **Christchurch:** Mon 23, Peppers Clearwater, 1730-2030. **Wellington:** Tue 24, InterContinental, 1730-2030. **Hamilton:** Wed 25, Novotel Tainui, 1730-2030. **Auckland:** Thu 26, Stamford Plaza, 1730-2045.

## APRIL

### Destination NSW Sydney Agent Pub Quiz Nights

**Auckland:** Tue 21, Atticus, 63 Fort St, CBD, 1730-1900. **Wellington:** Wed 22, The Establishment, 14-16 Courtenay Place, 1730-1900.

### Asia Now

**Auckland West:** Tue 21. **Auckland**

Those who book a meeting or event at any TFE Hotel across Adina Apartment Hotels, Medina Serviced Apartments, Rendezvous Hotels, Vibe Hotels, Travelodge Hotels, or Hotel Kurrajong Canberra will have access to a host of conference and event facilities with the rejuvenated Events with Benefits (EWB) rewards programme.

The revitalised EWB has a range of rewards in accordance with a five-tier program based on the total spend of event organisers. Tier 1—a spend above AUD2500 of total spend—earns an AUD100 credit for hotel catering, accommodation or services, or an AUD200 rebate off the total bill of the next conference or an AUD100 Visa gift voucher. At the top of the scale Tier 5—a spend above AUD50,000 of total spend—earns an AUD4000 credit for hotel catering, accommodation or services to

be used at the booked event and an AUD1000 credit for next event or an AUD2000 Visa gift voucher.

To further celebrate the upgraded EWB, all registered participants of the rewards programme who book and hold an event before 31 Jul go into a draw to win Business Class flights to Berlin plus seven nights' accommodation at an Adina Apartment Hotel in Berlin. See [tfehotels.com](http://tfehotels.com)

## Outrigger Build A Bure

A large bure is being built at Conua School in Fiji's Sigatoka Valley and MICE clients at the nearby Outrigger on the Lagoon Resort can help out. For just a few hours of their time conference delegates can assist in all aspects of the project. No construction knowledge is necessary, just a willingness to help. Once completed the bure will be the focal point of the village and will hold 100 people for meetings and events. Taking part means delegates also get to mingle with villages and the kids who will directly benefit from the project.

**Central:** Wed 22. **Wellington:** Thu 23. Venues/times tba.

## MAY

### Asia Now

**Tauranga:** Tue 05. **Hamilton:** Wed 06. Venues/times tba.

### Aloha Down Under

**Auckland:** Mon 11, venue and time tba.

### South Australian Roadshow

**Auckland North:** Fri 15, Spencer on Byron Hotel, Takapuna, 1700-1930.

**Auckland:** Sat 16, Orakei Bay Function Centre, Orakei, 0930-1100.

**Auckland East:** Sat 16, Howick Golf Club, Bucklands Beach, 1400-1600.

**Hamilton:** Sun 17, Novotel Tainui, 1400-1600. **Tauranga:** Mon 18, 59

The Strand Function Venue, 1200-1330. **Rotorua:** Mon 18, Novotel Rotorua Lakeside 1700-1900.

**Palmerston North:** Tue 19, Kingsgate Hotel, 1630-1900. **Masterton:** Wed 20, Masterton Club, 1200-1330.

**Wellington:** Wed 20, Shandon Golf Club, Petone, 1730-2000.

**Amazing Thailand Roadshow**

**Auckland:** Thu 21, Sky City Grand, 1700.

### Whitsundays Travel Agent

### Workshop

**Auckland:** Fri 22, The Mercure, 1730-2030.

## JULY

### Hawaii Tourism MCI Roadshow

Mon 27, Dates and venue TBA

# TFE Rewards For Event Organisers



## Phi Phi Agent Rates

Zeavola Resort Phi Phi has released new industry rates for travel 01 Mar-31 Oct (blackout 30 Mar-07 Apr), starting from THB4900 (\$200) for a night in a village suite. Agents who stay for a minimum of two nights 10 Apr-31 Oct will also receive a round-trip transfer from Phuket airport or any hotels in Phuket. The resort features 53 villas and suites, a dive centre, spa, two restaurants and activity centre offering tours of Phi Phi highlights. For details or to make a booking e-mail [sales@ctmarketing.com.au](mailto:sales@ctmarketing.com.au)

# TRAVEL CONSULTANT

## Opportunity to take your career to the next level

We are looking for a full-time high energy experienced consultant to join our dedicated team. This is the perfect role for someone looking for a step-up role to take their career to the next level.

As a well established Porirua business with a loyal client base of repeat clientele, of corporate and individuals, we believe we are well positioned to secure more of the regional market. In recognition of these successes we have received a number of awards including:

### Air New Zealand

Top 10, 2013  
Top Ten Agents, for the last five years

### Qantas

Platinum Agent, 10 only in New Zealand  
Top Shop, 2009 and 2012

### If you have:

- a positive outgoing personality
- a minimum of three years' experience working as a Travel Consultant
- ability to multi-task and get the details right
- strong computer literacy and numeracy skills
- a passion for learning.

### In return we offer

- a competitive remuneration package of salary and commissions
- opportunity to be part of this award winning agency

Please forward your CV along with a short cover letter outlining why you're the perfect consultant we are looking for.

This should be sent to [recruitment@denovo.co.nz](mailto:recruitment@denovo.co.nz)

Applications close on the 13th March 2015.

For the right person this is a fantastic opportunity. You must be eligible to work in New Zealand and applications will only be accepted from experienced travel consultants.



**United Travel**  
North City - Porirua



### Jordan Popular

Based on bookings made via Responsible Travel during 2014, Jordan has come out as the most popular holiday for responsible adventure travellers. The country has managed to avoid the unrest currently rippling through many Middle Eastern countries, says Responsible Travel, and has realised a 36% increase in bookings year-on-year. The most popular itinerary is Jordan Holiday, a week in Jordan. Included are Petra, the Dead Sea, the Red Sea and a 4WD excursion into the more remote regions to camp out like the Bedouin, experiencing their culture and traditional food.

### ... Croatia tops

However, while Jordan tops the list of individual holidays, the most popular overall destination for adventurous travellers is Croatia, with four out of 10 holidays based there, says Responsible Travel. And the most popular activity there is kayaking around the country's many islands.

### New A&K Portfolio

Abercrombie & Kent's 2015 portfolio offers 19 journeys in seven countries, none more than eight days long. New programmes include Laucala Island Fiji, a Thai culinary tour, the Indonesian resort of Nihwatu on Sumba Island, One&Only Hayman Island, Saffire Freycinet (Tasmania), Maalifushi by COMO (Maldives), Banyan Tree Ungasan (Bali) and Amanoi (Vietnam). Details [abercrombiekent.com.au](http://abercrombiekent.com.au)



Pic: Accor

### Two New Sebel For Australia

The Brisbane Sudima Suites is now in the Accor portfolio and the 63-room apartment-style property is operating as the Sebel South Brisbane. The Water Street address is close to the commercial and entertainment hub of South Bank and the Brisbane Convention and Exhibition Centre. Meanwhile, across in Victoria, the Sebel Yarrowonga is an AUD35m new-build in the waterfront precinct at Silverwoods, overlooking Lake Mulwala. Construction of the 120-room hotel-serviced apartment facility will begin in early 2016, in anticipation of an early 2018 opening.

## New Best Western Hotel For Malaysia



**Best Western has opened a new 344-room hotel in Petaling Jaya, near Kuala Lumpur, catering to the business and leisure markets.**

The property has a restaurant, bar, business centre, function rooms and a rooftop pool and fitness centre. Rooms have 32-inch LCD flat-screen

televisions, work desks and free high-speed Wi-Fi. Club Floor guests also get daily breakfast and evening cocktails in the hotel's Club Lounge. Best Western has also flagged plans to open 'at least five more' properties in Malaysia by 2017.

### Travel Channel In Apr

Rob Bell and five friends attempt to travel seven marathons in seven continents over seven days on the Monster Marathon Challenge, screening from 15 Apr on the Travel Channel. The challenge heads from Antarctica to Singapore, Patagonia, Houston, London, Cairo and onto Sydney. Jonathan Phang takes an easier route through Scotland, Canada, Australia and Peru each Sun from 05 Apr in the second series of Jonathan Phang's Gourmet Trains. Meanwhile RV and houseboat owners are taking it easier still in their custom-built vehicles for land and sea. Extreme RVs is on from 07 Apr, and Extreme Houseboats from 28 Apr.

## News & Product



### ORL Gun Theme Park

From the only in the US files, a new theme park called Machine Gun America has reportedly opened in Orlando, offering visitors as young as 13 years the chance to fire a gun. Live shooting experiences are from USD99 or high-tech simulators from USD30 and visitors can take part in a Wild West shoot out or shoot zombies in The Walking Dread package. The weapons on offer include AK47s, M5s and Uzis. See [machinegunamerica.com](http://machinegunamerica.com)

### The Travel Brokers

*'Your personal travel professional'*

### General Manager - The Travel Brokers

**BACKGROUND:** Stella Travel Services (NZ) Ltd is one of New Zealand's largest fully integrated travel services business's and is a wholly owned subsidiary of Sydney based, and ASX listed, Helloworld Ltd.

Included in the Stella New Zealand group's multi-channel distribution strategy is The Travel Brokers business unit, which was founded in 2002, and today has more than 100 travel brokers throughout the country.

In 2012, the Travel Broker business unit was awarded best Travel Brokerage at the NZTIA awards, and was again a finalist in 2013, and 2014.

**APPLICANT:** We are seeking a General Manager to continue the ongoing growth and development of the business, which has been achieved over the past 13 years, and to position the brokerage as New Zealand's leading travel broker business.

#### SKILLS REQUIRED INCLUDE:

- Significant exposure to the New Zealand travel industry at a senior management level
- An understanding of the local marketplace, and the integrated nature of the NZ Industry
- The ability to lead and manage a small and efficient Operations Support team
- The drive and determination to profitably manage a nationwide broker network
- Financial Management skills with full P&L responsibility
- Exemplary Relationship Management skills

**THE ROLE:** The role reports to the GM - Commercial - Stella Travel Services (NZ) Ltd and has four direct reports. The role is based in the Auckland CBD, although some travel may be required throughout the country. KPI's are established for the role, and will be discussed at depth with short listed candidates.

**REMUNERATION:** An attractive salary, an OTE bonus component, in house car park, mobile phone, and laptop are all included in the package. Some staff travel benefits may also apply.

**CONTACT:** To apply for this role, applicants should submit their CV's to Neil Gestro, General Manager - Commercial, Stella Travel Services (NZ) Ltd, P O Box 505, Auckland, or e mail to [neil.gestro@stellatravel.co.nz](mailto:neil.gestro@stellatravel.co.nz) Applications close Friday 20th March 2015 at 5.00pm.



### Save the turtles

The turtles of the Sultanate of Terengganu, on Malaysia's east coast, nest on Rantau Abang Island, one of only six nesting beaches in the world for giant leatherback turtles.

The beach is open to visitors who, from May-Sep, can catch a glimpse of the turtles laying their eggs in the sand during a full moon and high tide. As usual, the reptiles are prey to great danger, especially from humans. It is possible to adopt a Terengganu turtle with NZD13 per month to help monitor and patrol nesting beaches to minimise poaching, conduct research and lobby for laws to better protect turtles. Adoptees receive an adoption certificate, plush turtle toy, eco-friendly bag, fact sheet and WWF quarterly Green Heart magazine. See [wwf.org.my](http://wwf.org.my)



## Langkawi Agent Rates



**The five-star Datai Langkawi is offering industry rates starting at MYR820 (\$300), says Complete Travel Marketing.**

The hotel is part of Leading Hotels of the World and is found on the north-west tip of Langkawi Island in Malaysia. Facilities include two swimming pools, an award-winning spa and the nearby Ernie Els-designed 18-hole championship Els Club Teluk Datai Golf Course. The rate includes accommodation in a deluxe room, breakfast, spa discount, free Wi-Fi, welcome

drink, daily fruit basket, guided nature walk and water sports facilities. Email [sales@ctmarketing.com.au](mailto:sales@ctmarketing.com.au)

### QT Amenity Upgrade

QT Hotels & Resorts has partnered with New York's Malin+Goetz apothecary to provide what QT says is the ultimate in-room body, hair and skincare amenities. These include peppermint shampoo, cilantro conditioner, rum body wash, vitamin B5 body moisturiser and limited edition bar soaps.



### Hotel Imperial Vienna Restoration

Starwood has unveiled the Hotel Imperial, a Luxury Collection Hotel, Vienna, following a year-long multi-million dollar restoration. The restoration included the lobby, restaurant, bar, café, shop and private event venues. The hotel has hosted royalty and high society for the last 140 years, and part of the restoration included the historic Composers Entrance to the neighbouring Musikverein.

## News & Product

### Blue Mountains Dining

The Fairmont Resort Blue Mountains has opened The Terrace, a new dining area. Previously an outdoor terrace area, the space has been enclosed with 'sweeping' glass windows that open, providing diners with an indoor/outdoor experience with uninterrupted views of the Jamison Valley. The property's Jamison's Restaurant has had a 'major' refurbishment that includes new interiors, interactive chef's cooking station and fresh buffet stations for breakfast. A weekly Sat seafood dinner buffet is now offered. Family special is AUD79 adult, AUD39.40 child and free for those up to 12 years, from 1800-2130. And in Embers Dining a new tapas menu is offered.

## Sales Manager, Corporate

**Our Sales Manager will be responsible for identifying, developing, managing and achieving maximum sales potential across all Sudima Hotel properties in New Zealand:**

- Sudima Auckland Airport
- Sudima Hamilton
- Sudima Lake Rotorua
- Sudima Christchurch Airport

You will represent Sudima Hotels & Resorts in Corporate and MICE business segments to domestic and local corporate businesses, Travel Management Companies, PCOs, and the government business sector. As Sales Manager you will become the face of Sudima Hotels & Resorts to our valued clients so excellent communication and rapport building abilities are crucial. Your passion for the industry, willingness to go the extra mile and delight our customers will pave the way for a successful career at Sudima Hotels & Resorts.

**The key skills and requirements for this role include:**

- Minimum 2 years experience in a sales management role or similar
- Excellent knowledge and understanding of the corporate and MICE business market
- A proven sales record
- A good knowledge and understanding of Travel Management GDS systems
- Excellent presentation and communication skills – both verbal and written
- Good overall computer abilities along with a high level of organisation and time management skills
- A current New Zealand drivers license
- Be currently eligible to work in New Zealand
- Advanced knowledge of the New Zealand hotel market would be an advantage

This is full time role based in Queen Street, Auckland. As Sudima have hotel locations across the country, there will be a requirement to travel regularly to our hotel locations along with servicing our customers in the many regions across the country on a regular basis.

You will be rewarded with an attractive Salary and the opportunity to work within an organisation where your thoughts are heard and your ideas have the opportunity to come to fruition.

The successful applicant will start as soon as possible.

**If you are interested in this exciting position, please forward a covering letter and your CV to Leigh Higgins, Associate Director of Sales – Corporate to [leighh@sudimahotels.com](mailto:leighh@sudimahotels.com)**



**SUDIMA**  
HOTELS & RESORTS