



We are in search of the next epic **Business Development Manager** representing the multi award winning cruise line everyone is talking about – **Virgin Voyages**, exclusively through **Travel the World**, based in Sydney. We are looking for a charismatic, dynamic and passionate individual with strong strategic and commercial acumen and a focus on achieving results. At Travel the World, we offer outstanding working conditions within a highly supportive and vibrant team environment.

About the Job

Our rockstar Business Development Manager will be responsible for growing trade business through a set of “Red Hot” strategic accounts and other channels across NSW & ACT.

In this role, you will oversee the development and implementation of quarterly and annual plans for select Strategic trade partners. You will curate focused plans aligned to Virgin Voyages commercial goals, maximising ROI, widening channel distribution and generating high levels of engagement from your travel agents “First Mates”.

Across your regions you will also be responsible for identifying new potential business partners, acting as a point of contact for retail branches and other developing accounts and hosting visits, events and other trade/consumer shows when required. Relationship building and strong commercial acumen will be key to driving you towards success.

Essential Duties and Responsibilities

- Strategic Accounts – day to day contact for a set of high performing trade partners. Working with Travel the World Director of Sales to negotiate mutually beneficial commercial arrangements, multi channel, ROI focused marketing plans and curating training and engagement strategies
- Develop strategic account plans to keep us focused on maximising bookings, revenue and return on investment
- Provide regular reporting on account performance, competitor and industry analysis and identifying future opportunities
- Developing and enhancing relationships with key stakeholders and decision-makers both externally and internally
- Delivering training and presentations to frontline sales agents and representing the Virgin Voyages brand at major consumer and trade events
- Perform other duties as required. Travel within Australia & New Zealand and overseas will be required.

Key Relationships

- Travel the World Sales Team
- Virgin Voyages – Head of Sales, Australia & NZ
- Strategic Account HQ contacts
- Regional and State Managers for your accounts

Financial Responsibilities

- Bookings & Revenue
- Upselling onboard revenue opportunities including Bar Tabs, Shore Things
- Expenses

Qualifications

- 5+ years of BDM or Account Management experience
- Cruise, Travel, or Hospitality industry experience preferred
- Bachelor's degree preferred
- Proven experience in sales negotiations and measuring ROI
- Proven relationship building experience
- Clear driving record

Knowledge And Skills

- Commercially focused
- Strategic thinker
- Proactive problem solver
- Charismatic presenter
- Dynamic and flexible to changing industry demands
- Strong negotiation and relationship building experience
- Ability to assess and make decisions quickly and effectively
- Thinks outside the box
- Self driven with exceptional time management
- Significant understanding of the Australian travel market and cruise industry



Cruise Weekly today

CRUISE Weekly today features two pages of all the latest cruise industry news, plus a cover page from **Travel The World**.

New TTW BDM role

TRAVEL The World (TTW) is in search of its next Business Development Manager working on Virgin Voyages.

The charismatic, dynamic, and passionate individual will be based in Sydney, and will require strong strategic and commercial acumen, and a focus on achieving results.

The role will oversee the development and implementation of quarterly and annual plans focused on Virgin's commercial goals, including maximising ROI and widening distribution.

Head to the **cover page** for more information on the job.

Aurora set to evolve trade support

AURORA Expeditions has partnered with Approach Guides for the expansion of its trade marketing solutions.

The service is free to use for all travel advisors and will allow Aurora to evolve its trade support offering, from sharing marketing assets such as video, imagery and brochures to sharing pre-built multimedia content experiences showcasing the cruise line's itineraries and destinations.

Aurora has initially created three content experiences to kick off the partnership, which can be co-branded by travel advisors and shared to their clients via social media, e-mail, in a quote, or on their own website.

The 'Antarctica with Aurora Expeditions' experience provides an overview of the experience to the cruise line's flagship destination; the 'Adventure to the world's wild places' offers



an overview of the company's expeditions globally and the Aurora difference; and the 'Go Wild with Your Bucket List', which is the firm's current global campaign (**CW Mon**), highlights

some of the best small-ship experiences to be had this year.

Travel advisors can access the service with their e-mail address **HERE**, with no registration form or password required. **MS**

Celebrate
THE NEW YEAR

WITH UP TO

50% OFF

ON SELECT SAILINGS

PLUS

simply **MORE**TM

- FREE** Gratuities
- FREE** Shore Excursions
- FREE** Champagne, Wine & More
- FREE** Gourmet Speciality Dining
- FREE** Unlimited WiFi

VIEW VOYAGES



OCEANIA
CRUISES[®]
YOUR WORLD. YOUR WAY.[®]

THE FINEST CUISINE AT SEA[®]. CURATED TRAVEL EXPERIENCES. SMALL SHIP LUXURY.
VISIT OCEANIACRUISES.COM OR CALL 1300 355 200 (AU), 0800 625 691 (NZ)

DOWNLOAD TOOLKIT

*Visit OceaniaCruises.com/terms for full Terms and Conditions.



A **CRUISE** passenger has reportedly been banned for life after a dangerous stunt which saw them climb over their balcony railing.

The Carnival Cruise Line passenger was sailing aboard *Carnival Jubilee* last month, and as filmed by another guest ([CLICK HERE](#)), climbed over the balcony and onto the roof of an adjacent public area.

According to a TikTok post documenting the rule-breaking, the passenger "will no longer be sailing on Carnival ships" - which is probably a good outcome given how dangerous the stunt was.

New MSC Vice Pres

ANTONIO Paradiso has been appointed VP of International Sales for MSC Cruises.

The newly created role will see Paradiso assume responsibility for Australia, South Africa, and Scandinavia, while continuing on in his current position of Managing Director UK & Ireland.

The role sees Paradiso reporting to MSC Cruises Chief Executive Gianni Onorato.

Australia country manager Lisa Teiotu, as well as the heads of South Africa, and Scandinavia, will now report into him.

Paradiso has been with MSC for 16 years.

You'll shirt yourself



ROYAL Caribbean International (RCI) is taking centre stage on soccer club Inter Miami's jersey, showing the cruise line is truly "South Florida proud".

RCI will debut as Miami's front-of-jersey partner for the coming MLS season, with American actor Mario Lopez, along with the line's and the club's executives joining players, staff, and fans for the surprise unveiling yesterday.

Fans will be able to purchase the club's road kit from today, which features RCI's crown and anchor logo, and is inspired by "the energy and excitement of Miami at night".

The jersey will be available aboard RCI's newest ship *Icon of the Seas* (**CW** yesterday) from next month.

"Both Royal Caribbean Group (RCG) and Inter Miami share the values of dreaming and determination - and the highs of the unbelievable moments when those dreams come true," RCG President & Chief Executive

Officer Jason Liberty said.

"It's exciting to now combine forces, and I can't wait for the future that our two organisations will forge for our industries, for our fans around the world, and of course, for our local communities here in South Florida."

The reveal follows the Aug announcement of RCI and Miami joining forces (**CW** 29 Aug 2023).

'The Herons' forward Lionel Messi also recently became the 'Icon' of *Icon of the Seas*, (**CW** 15 Dec 2023) christening the new ship in Miami this week. **MS**

Pictured: Messi and Miami model the new road kit.

No CW tomorrow

THERE will be no issue of **Cruise Weekly** published tomorrow due to the Australia Day public holiday.

The next issue of **CW** will be published on Mon, however Sat's *Weekly Wrap* will be published as per usual.

Cruise Calendar

Current ports of call in Australia and New Zealand.

SYDNEY	
<i>Pacific Adventure</i>	26 Jan
<i>Brilliance of the Seas</i>	27 Jan
<i>Pacific Adventure</i>	27 Jan
<i>Coral Princess</i>	27 Jan
<i>Carnival Splendor</i>	28 Jan
<i>Coral Princess</i>	28 Jan
<i>Vasco Da Gama</i>	28 Jan

MELBOURNE	
<i>Disney Wonder</i>	26 Jan
<i>Resilient Lady</i>	27 Jan
<i>Viking Orion</i>	27 Jan
<i>Pacific Explorer</i>	28 Jan

PORT ADELAIDE	
<i>Ovation of the Seas</i>	26 Jan
<i>Queen Elizabeth</i>	27 Jan

PENNESHAW	
<i>Pacific Explorer</i>	26 Jan

BRISBANE	
<i>Vasco Da Gama</i>	26 Jan
<i>Pacific Encounter</i>	27 Jan
<i>Carnival Luminosa</i>	28 Jan

AIRLIE BEACH	
<i>Celebrity Edge</i>	28 Jan

HOBART	
<i>Coral Discoverer</i>	28 Jan
<i>Disney Wonder</i>	28 Jan

DARWIN	
<i>Seven Seas Explorer</i>	28 Jan

AUCKLAND	
<i>Noordam</i>	27 Jan
<i>Norwegian Spirit</i>	28 Jan

CHRISTCHURCH	
<i>Seabourn Odyssey</i>	27 Jan
<i>Azamara Journey</i>	28 Jan
<i>Royal Princess</i>	28 Jan

WELLINGTON	
<i>Le Laperouse</i>	26 Jan
<i>Seabourn Odyssey</i>	26 Jan