



### Cruise Weekly today

**CRUISE Weekly** today features two pages of all the latest cruise industry news, plus a full page from **Oceania Cruises**.

### Oceania seeks BDM

A **BUSINESS Development Manager** for Victoria, Western Australia, South Australia, and Tasmania is being sought by Oceania Cruises.

The successful candidate will report into the Sales Director, and work to maintain and service travel partner business relationships, representing a beautiful cruise product.

The successful candidate will work at an office with a fantastic culture, in a team which is supportive, inclusive, and highly collaborative.

For more information on the role, head to **page 3** of today's **Cruise Weekly**.

## Ritz-Carlton introduces third yacht

**THE Ritz-Carlton Yacht Collection** has opened reservations for its third superyacht **Luminara** (pictured), which will debut in the northern summer of 2025.

Bookings are open for the inaugural season of **Luminara**, which will measure almost 250 metres, and accommodate up to 452 guests, making it Ritz-Carlton's largest yacht.

**Luminara** will feature 226 suites, each boasting a private ocean-view terrace.

A higher percentage of **Luminara's** accommodations will serve as upper-suite categories, including the brand-new Residential Suite.

The onboard experience will feature world-class dining, a wine vault, The Ritz-Carlton Spa, and an expanded marina providing direct access to the sea.

Highlights of **Luminara's**



inaugural season will include a seven-night Rome round trip, a seven-night Barcelona round trip, a nine-night Lisbon to Portsmouth cruise, a seven-night Copenhagen to Stockholm voyage, and a seven-night Reykjavik sailing.

The 2025 season will also see **Ilma** voyage in Northern Europe, in a first for the Yacht Collection.

The selection of 53 itineraries will span from Apr to Oct 2025, with **Ilma** to navigate the North Sea and Baltic Sea, offering journeys to destinations such

as Amsterdam, Copenhagen, Stockholm, and Reykjavik.

Chief Executive Officer Jim Murren said the growth of the Collection "embodies our unwavering dedication to exploration, enrichment, and the pursuit of extraordinary experiences for our guests".

"**Luminara** is an invitation to embark on remarkable journeys and discover the world's most captivating destinations with unparalleled amenities and service," he said. **MS**

Regent

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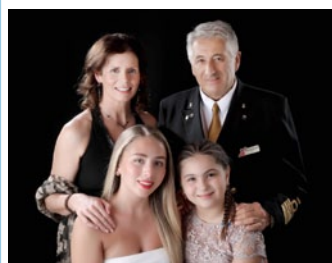
**ONE** of the world's longest-serving cruise ship skippers, Captain Francesco La Fauci, is retiring from the bridge of Carnival Cruise Line's Australian-based vessel, *Carnival Splendor*.

Captain La Fauci (pictured with his family) has racked up more than 40 extraordinary years with Carnival, and on Tue, he will sail *Splendor* into Sydney Harbour for the last time in his impressive career at sea.

Crew members and guests alike will participate in a special farewell on board his final sailing, a five-night cruise to Tasmania, where he will be commended with cocktails and messages from the cruise line's senior leaders.

Captain La Fauci started his cruising career in Sep 1983 as the third officer of *Empress of Canada*, which at the time was cruising for Carnival as the original *Mardi Gras*.

The captain has now worked on board 17 different Carnival ships all around the world during his career, skippering 13 of them.



## A&K adds new Nile ship



**ABERCROMBIE & Kent (A&K)** is set to launch a bespoke, ultra-luxury riverboat on the Nile, its fifth in Egypt, which will embark in late 2025.

The new ship, which will be available for private charters, will join A&K's other four boutique riverboats: *Nile Adventurer*, *Sun Boat III*, *Sun Boat IV*, and *Zein Nile Chateau* (pictured).

The yet-to-be-named ship will feature two restaurants - indoor and outdoor - serving world-class food made with locally sourced ingredients, along with a spa, a gym, elegant social spaces, a swimming pool and a sun deck for relaxation between excursions.

Her 32 living quarters will be some of the most generously proportioned and well-appointed suites on the market.

Each stateroom will have floor-to-ceiling windows, floating Juliet balconies, marble bathrooms, and 400-thread-count Egyptian cotton sheets.

The ship's two Presidential suites will each feature an outdoor hot tub on their own

private deck.

Construction has already begun at Massara Shipyard in Egypt, and is expected to be completed in autumn 2025.

"We pioneered luxury Nile cruises more than four decades ago, and every year we continue to further elevate this enchanting voyage, with extraordinary experiences at every stage of the journey, accompanied by Egyptologists and storytellers to bring Egypt's luminous history to life," Abercrombie & Kent Travel Group Chief Executive Officer Cristina Levis said. *MS*

### Middleton new role

**ANGELA** Middleton has been promoted to Norwegian Cruise Line's Director of Field Sales.

The long-term Norwegian staffer informed her LinkedIn followers of the promotion, thanking Chief Sales & Marketing Officer Jason Krimmel, Vice President & MD Ben Angell and Director of Sales Damian Borg.

### India eyes river

**INDIA** is set to invest ₹60,000 cr (A\$10.7 million) in river cruise tourism and green vessel development by 2047.

Minister of Ports, Shipping, and Waterways Sarbananda Sonowal said the idea is to take river cruise capacity from 200,000 to 1.5 million.

India last year drew up a strategy to boost cruise tourism (*CW* 05 Jul).



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# BUSINESS DEVELOPMENT MANAGER

## VIC/TAS/WA/SA

- Opportunity to represent a beautiful, premium 5-star cruise product
- Fantastic culture – supportive, inclusive and highly collaborative
- Take advantage of pre-pandemic demand, across 4 exciting territories!

Our 5-star brand sits within the 'premium' space and is the world's leading culinary and destination-focused cruise line.

**WHAT THE ROLE ENTAILS** - Reporting to the Sales Director, this role is responsible for developing and executing strategies to maintain and service travel partner business relationships within the assigned territories. You will participate in the growth of travel partner revenues, whilst working closely with Marketing to implement local marketing and promotional programs, to achieve and maximise territory sales objectives. Specific responsibilities include (but aren't limited to):

- Research and continually source for new revenue opportunities and methods within assigned accounts to achieve sales goals, utilising customer-centric sales strategies.
- Retain and manage business relationships for each travel agency and develop a personalized approach to help maximise agencies' profits.
- Service travel partner's needs via problem resolution, utilising knowledge of company products, services and support from head office-based sales team.
- Develop a plan to remain accessible to travel partners and maintain open communication channels. Develop a personal plan to meet customer expectations for accessibility consistent with company 24 hour turn-around practices.
- Plan, create and implement an annual territory sales plan to ensure achievement of assigned goals for FIT and Group business

### WHAT YOU'LL BRING TO THE ROLE:

- Minimum 3 years' sales experience (Travel Industry experienced highly preferred)
- Experience in CRM systems, e-commerce channels and MS Office Suite
- Ability to build personal credibility by way of strong product knowledge, services, procedures, consistent follow-through and problem-solving skills
- Proven ability to implement partnership contracts, via superior negotiation and presentation skills.
- A successful working style that is centered around collaboration and high energy
- Strong adaptation skills within highly dynamic business environments, with the ability to shift priorities according to business or assigned territory demands
- Solid analytical skills, to translate revenue results and effectively manage budget and forecasting.
- Strong planning and time management capabilities, along with excellent business acumen.
- The ability to travel within your assigned territories, and work outside of regular business hours ie evening and weekend work will be required

[CLICK HERE FOR MORE DETAILS ON THIS ROLE](#)

Don't miss out on a chance to begin a successful career in a fun industry with great benefits. To apply, please send your Cover Letter and CV to [apac.recruitment@nclcorp.com](mailto:apac.recruitment@nclcorp.com)