



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



TTW seeks BDM

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

The position is based in Sydney, and will require strong strategic acumen - **cover page**.

Aurora now a B Corp

EXCLUSIVE

AURORA Expeditions has reached its latest sustainability milestone, becoming the first major cruise line to achieve B Corporation certification, as exclusively revealed by **Cruise Weekly (CW)** breaking news Fri).

The line was assessed on its impact across five key areas over the past three years: governance, workers, community, environment, and customers, with the certification a culmination of Aurora's efforts to embed company-wide sustainable practices, Chief Executive Officer Michael Heath told **CW**.

Key to Aurora's certification

Cruise Weekly today

CRUISE Weekly today features three pages of all the latest cruise industry news, plus a front cover wrap from **Travel the World**.

was its portfolio of sustainability programs, he added, which includes initiatives such as its 100% climate neutral status, emissions reduction strategies, conservation climate change education, and more.

Heath told **CW** the cruise line is extremely proud to join the B Corporation community, following what was a "rigorous but rewarding" process.

"This has been a powerful step for our business," he declared.

"Through this process we have learned sustainability is so much more than our environmental impacts," Heath added.

"Much of the work we were already doing in other areas such as policy and governance has also been formalised, and we are now meeting a higher level of accountability, ensuring we consider the impact of business decisions on all stakeholders." **MS**

A HAL of a day

HOLLAND America Line (HAL) recorded more bookings on 16 Jan than any other day in the company's history.

The new record comes just six months after HAL broke its previous record.

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Uniworld solo supp

UNIWORLD Boutique River Cruise Collection is offering waived solo supplements and travel advisor rates this year.

The single occupancy charge has been waived on many of Uniworld's Europe itineraries.

An Icon-ic day for RCI



ROYAL Caribbean International (RCI) and Argentine soccer player Lionel Messi have celebrated *Icon of the Seas* (pictured), debuting the ship at a naming celebration in Miami following last week's shakedown cruise (**CW** 24 Jan).

Messi, known as 'The Icon of *Icon*', bestowed safekeeping onto the ship, her crew, and the millions of pax who will sail on board her, less than a week shy of RCI's 55th anniversary.

The milestone moment was hosted by American actor Mario Lopez, and was held in *Icon's* AquaDome neighborhood, with RCI executives, crew, employees, fans, and partners, including Meyer Turku shipyard and Messi's new team, Inter Miami.

"Family is everything to me, and it was exciting to take part in welcoming what is the world's best family vacation to Miami," Messi said.

"Everything I've seen on *Icon of the Seas* is next level...there are experiences for the whole family

to make memories that they'll remember forever."

Royal Caribbean Group President & Chief Executive Officer Jason Liberty said *Icon* is "the culmination of more than 50 years of dreaming, innovating, and living our mission".

"She is the ultimate multigenerational family vacation, forever changing the status quo in family travel and fulfilling vacation dreams for all ages on board," he added.

"With Lionel Messi presiding over the ship's naming, we are thrilled and honoured to have someone iconic for delivering memories for millions of futbol fans around the world and who values making iconic memories with his family even more."

CW last week joined the ship for her shakedown sailing, where RCI President & CEO Michael Bayley confirmed the vessel's namesake *Icon*-class will likely be the largest the line builds for the foreseeable future - more in **tB**. *MS*

Viking opens 2026

VIKING has opened its 2026 ocean voyages for booking, and has announced six new immersive pre- and post-extensions beginning in 2024 and 2025.

The voyages include the cruise line's newest ship *Viking Vesta*, which is scheduled to join the fleet in Jul 2025, and will spend her inaugural season in the Mediterranean and Scandinavia.

Bookings have been opened due to strong demand, with many of this year's dates already sold out, and 2025 departures selling fast.

Viking has also announced six new immersive extensions, which are proving increasingly popular with travellers.

Almost half of all Viking guests choose to add extensions to their voyage, with new additions on offer including Barcelona, Istanbul, London, Rome, and more.

They feature privileged access to museums, local cuisine for lunches and dinners, market visits, cooking classes, and more.

"We are pleased that our approach has resonated with so many - and with the addition of the *Viking Vesta* to our ocean fleet, we look forward to introducing even more curious travellers to the Viking way of exploration," Chair Torstein Hagen said.



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PORTRHOLE

TWO passengers have allegedly brought more than 100 bags of marijuana on board Norwegian Cruise Line's *Norwegian Joy*.

The combined 71.9 kilograms of cannabis was brought on board a *Joy* cruise set to depart Southampton for Miami.

Law enforcement discovered 56 vacuum-sealed bags of hashish in one of the passenger's suitcases, after being alerted to it by a detection dog.

The passenger claimed the bhang was for "personal use" and that he "had a medical marijuana card back in California", according to the United States' Department of Homeland Security.

It was thought the passenger was acting alone, until his accomplice was found, and their luggage was searched, which showed up another 56 bags of hemp.

Two cruise ships delayed

TWO vessels being built by Italian shipbuilding company Fincantieri have had their delivery postponed recently - Princess Cruises' *Sun Princess* and Virgin Voyages' *Brilliant Lady*.

The Carnival Corporation-owned cruise line agreed with Fincantieri to postpone *Sun's* delivery, which will also see next month's inaugural voyage cancelled.

Sun is the largest vessel ever constructed in Italy and the first ship of a new platform designed exclusively for Princess.

The ship was originally set to depart from Barcelona on 08 Feb. "We understand that this news is disappointing, and we share in that disappointment," Princess President John Padgett said.

"We recognise the anticipation that surrounded this sailing, and we sincerely apologise for the inconvenience this cancellation causes," he added.

Guests who were booked on the inaugural voyage will receive a full refund of the cruise fare along with any additional pre-purchased onboard services, as well as a 50% future cruise credit which can be used on another

Princess voyage.

Guests also will receive up to \$200 per person for change fees related to air travel plans.

Princess also said it will be protecting agent commissions.

Meanwhile, Virgin has delayed *Brilliant*, which was originally scheduled to cruise late last year.

The ship was not announced among those set to sail for Virgin this year, with the cruise line saying it has not yet determined the exact timing of *Brilliant's* launch, but will do so soon.

"Virgin Voyages has always stood by the commitment of launching our fourth ship, *Brilliant Lady*, when the time is right and when we can ensure the best experience for our sailors," the cruise line told **CW**.

"Since our launch in 2021, we have taken on an aggressive launch schedule with three ships in operation within two years.

"*Brilliant Lady* is still getting her finishing touches, and we look forward to unveiling her to the world," Virgin added.

Cunard Line, Disney Cruise Line, and Viking also have ships on order from Fincantieri. *MS*

Cunard Showcase

CUNARD Line is inviting passengers to "see the unexpected", as it launches its 2024 Showcases.

The new program features a line-up of Cunard-exclusive shows, in collaboration with award-winning theatre producers, directors, writers, and choreographers.

History will be made in Mar when Rodgers & Hammerstein's timeless *South Pacific* is performed for the first time at sea, fittingly on board *Queen Elizabeth* during her Australia season.

Also part of this year's Showcase in Cunard's local season will be Circa (**CW** 30 Jan), the local contemporary circus company which is taking up residency aboard the ship this week.

Kings of the Boardwalk, *Opera Cocktail*, *Gulliver*, *Cluedo! The Interactive Game*, *Twelfth Night*, *Discovering Antarctica: Heroic Tales of Shackleton, Crean and Scott*, and *Watson: The Final Problem* will all also be part of the this year's Showcase.



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