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Travel Daily AU

First with the news

Thu 12 Aug 10

Page 1

EDITORS: Bruce Piper and Guy Dundas
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Hayman adds Villas

HAYMAN Island yesterday confirmed that in Dec it will introduce a new class of accommodation with the opening of eight new absolute beachfront Villas - each with a private pool.

The project is part of a major upgrade program which also includes the development of the first Hayman Private Residence.

Hayman md Lloyd Donaldson said the new Beach Villas were "evidence of a commitment to ensure Hayman maintained its position as one of the most celebrated private island resorts in a competitive world market".

MEANWHILE Hayman is also today promoting its new 'Hayman Short Break' packages from \$669pp for three nights - p9.

Qantas pursues partners

QANTAS has signalled that it wants to strengthen relationships with other carriers, with the airline today confirming that it's "actively pursuing deeper bilateral partnerships akin to the Joint Services Agreement" it holds with British Airways.

The details were contained in today's annual results briefing by the carrier, which reported a \$377 million "underlying profit before tax" to 30 Jun (TD breaking news).

The Qantas overall result was actually worse than last year's figure, with a \$178m statutory pre-tax profit after taking into account \$140m in hedging losses.

The underlying result was also impacted by a \$46 million loss due to Apr's volcano-related closure of European airspace.

Other non-recurring items included in the figures reveal that Qantas booked an \$86 million gain

on the "reverse acquisition of Jetset Travelworld Group by Qantas Holidays" in 2008/09.

The carrier said its QF mainline corporate business was "strongly positioned for future growth" with all key accounts maintained, and a market share premium for both domestic and international in the SME market.

The report confirmed QF's strategy to drive profitability by leveraging its "sales and distribution strengths" targeting ongoing reductions in costs of sale.

Qantas also confirmed its online focus, with qantas.com recording \$1.7 billion in sales during the financial year - with leisure travel representing 67% of domestic bookings and 31% of international.

The carrier said yields were improving across the board, with expected boosts to capacity in both domestic and international services in the coming year in the Qantas, Qantaslink and Jetstar operations.

Business fares rise

PREMIUM class air domestic airfares have turned upwards for the first time in four months according to the latest govt statistics for the month of Aug.

The Australian Domestic Air Fares Index, updated this week, has 'Business Class' fares up 3.4 points on last month to a figure of 117.9, which is 5.5% higher than the same month last year and at about the same level as 2007.

'Full Economy' fares have peaked at their most expensive level in over 30 months, the stats reveal, with figures now sitting at 113 points, which is close to 6% more than Aug 2009.

The last time this fare type was higher was in Feb 08, a few months after Tiger Airways launched its domestic operation in Australia.

'Best Discount' airfares have also made positive ground, rising about 4 points to 69.7 in Aug, compared to last month.

Garuda up SYD to 7

GARUDA Indonesia is expecting to more than double its business from Sydney to Jakarta during the Christmas School Holiday period, with the carrier lifting capacity from thrice weekly to daily, effective 20 Dec.

According to GDS displays GA will operate daily between SYD-CGK up until 24 Jan next year.

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Stella/JTG last day

TODAY is the last day for submissions to the ACCC market inquiry into the proposed merger between Stella Travel and Jetset Travelworld Group.

The ACCC's Statement of Issues on the deal is online at www.accc.gov.au, with the Commission proposing to announce its findings on 02 Sep.

Today's Travel Daily

Travel Daily today has six pages of news and photos, plus full pages from:

- TMS Asia Pacific
- AA Appointments
- Hayman Island

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Travel Daily AU

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Thu 12 Aug 10

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QFFF program soars

THE expansion of the Qantas Frequent Flyer program has significantly boosted redemptions, with booking growth last month more than 350% year on year.

The figures, revealed in the QF annual result (see p1) also show that the addition of Woolworths to the scheme has also seen 17% of new members flying more than 870,000 flight segments, with about 60% of this group being new passengers to the airline.

QFFF was the major contributor to Qantas' annual profit, with an underlying EBIT of \$328m - however almost half of this was due to a \$161m accounting adjustment which changes the way that revenues from points sold are recognised.



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APT sales 'extraordinary'

APT has today announced a restructure of its senior management team, to help the company handle "extraordinary" sales growth in recent months.

GM Chris Hall has been named as Chief Executive Officer, and will oversee the APT Business Unit including the APT, Travelmarvel, Botanica and VIP Touring brands operating fully-inclusive touring and cruising in Europe, Russia, Scandinavia, Egypt, Asia, Canada-Alaska, Australia and NZ.

GM Administration David Cox is now APT's General Manager Commercial, with the APT senior Executive Team also including Debra Fox (gm marketing), Michael Cook (gm Australia/NZ), Wayne Walker (gm International), Gary Bartelings (dr UK/Europe),

Werribee Park no longer a Sofitel

THE former Sofitel Werribee Park Mansion on the outskirts of Melbourne is now known as The Mansion Hotel & Spa at Werribee Park, after the property's sale was settled some weeks ago.

It's been taken over by The Lancemore Group, which has added the Werribee Park property to its portfolio which also includes Lindenderry at Red Hill and Lindenwarrah at Milawa.

Bronwyn Wilson (North America) and Lawrie Mann (gm HR).

Hall said recent sales on all brands had been at a scale never experienced before by the McGeary family-owned company.

"In June we embarked on an unprecedented consumer marketing campaign to drive business through our retail partners' doors, and we were staggered by the response".

He said APT had now expanded staff in its reservations area to cope with the demand, which will see a reduction in telephone delays for travel agents.

More industry appointments on page 5 of today's *Travel Daily*.

Record for Jetstar

JETSTAR contributed \$131m in underlying profit to Qantas in 09/10 (see p1) - more than twice that of the QF mainline operation.

Jetstar capacity was up 28% and passenger numbers rose 36%, but yields were lower than in the previous year, despite a "profitable second half in the highly competitive Australian market".

The carrier confirmed that it was continuing to innovate, including a move towards a "100% self-service airport model".

TCF terminations

THE Travel Compensation Fund today advised of a number of voluntary withdrawals, including Victoria Teachers Travel (ABN 21 005 972 805) which has ceased trading as a travel agent.

Also pulling out is Travelscene Taigum in Qld (ABN 78 103 341 055) which has closed, as well as the 450 George St Brisbane branch of YHA Travel (Qld) (ABN 44 010 157 767) which is also no longer operational.

The US Embassy branch of American Express Travel Service (ABN 15 000 618 208) in the ACT has also closed, the TCF said.



Window Seat

THE infamous JetBlue flight attendant who exited his plane by activating the emergency exit slide on the JFK tarmac earlier this week (*TD* Tue) has attracted attention around the globe.

One of the most intriguing reports is a digital recreation of the incident which led Steven Slater to lose his temper, which has been broadcast by the Hong Kong-based Apple news service.

Travel Daily TV is today featuring the special animation - see www.traveldaily.com.au.

A VERY fitting conviction.

A Baltimore man has been sentenced to 18 months in prison after he repeatedly faked epileptic seizures to avoid paying restaurant bills.

43-year-old Andrew Palmer pleaded guilty to the offences, with prosecutors saying that on several occasions after enjoying a meal he would fake a fit requiring paramedics to respond.

ONLY in America?

A new tourist attraction has launched in New York City this week - a massive flagship store showcasing Kellogg's "Pop-Tarts" in Times Square.

USA Today reports that Kellogg sells about 2 billion of the sweet breakfast treats a year, and the new outlet offers a variety of Pop-Tarts souvenirs.

Visitors can also taste a range of Pop-Tarts cuisine - including celery with peanut butter sprinkled with wild grape Pop-Tarts, or the indulgent "Fluffer Butter" which is a marshmallow spread sandwich made with two frosted fudge Pop-Tarts.

There's also the innovative 'Pop-Tart sushi' combining three fruit-flavoured Pop-Tarts which are minced and wrapped in a fruit roll-up to look like sushi.

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Middle East Awards 2010

QATAR AIRWAYS
القطرية

Travel Daily AU
First with the news
on location in
New York

Today's issue of *Travel Daily* is coming from New York, courtesy of Qantas Holidays.

THE NYC Information Center located on Seventh Avenue is a must-visit for travellers to the city.

As you walk into the centre, you're surrounded by state-of-the-art technology and expert staff who are on hand to offer one-on-one assistance, ensuring that you make the most of your time in NYC.

It's here that visitors can custom-make and print their itineraries using Interactive Map Tables featuring Google Maps, or search for key travel information which is available in 10 different languages.

The Qantas Holidays 2010-2011 America & Canada brochure also offers a comprehensive range of accommodation and sightseeing options to choose from, allowing travel consultants to tailor-make itineraries that will suit a wide variety of tastes and budgets.

Whether it's booking flights, airport transfers, sightseeing tours or Broadway Theater tickets, Qantas Holidays provides a "one-stop-shop" service saving you and your clients time and money.

Don't forget if you're a registered Trip member then you'll be entitled to earn one reward point for every \$1 of land product booked.

See page six of today's issue to catch up on what the Trip reward agents got up to in New York yesterday, and see page four for **TD's** on-location interview with Trip member, Angela Kaluzyn.

CX marketing deal

TRAVELPORT has today announced a "major global deal" with Cathay Pacific, with the five year renewal providing all Galileo, Apollo and Worldspan-connected agents with full booking functionality for CX fares and flight inventory.

MTA renews GDS

AMADEUS yesterday announced that MTA Travel has extended its contract with the travel technology partner for a further three years.

MTA Travel has used Amadeus since 2002.

Egyptian marketing

THE Egypt Tourist Authority says it will continue to conduct an "aggressive marketing campaign" in the Australian market over the coming year, with a 17.8% lift in Australian visitors to Egypt during the first half of 2010.

TV, newspaper, magazine and bus advertising will feature "new attractive images of major travel destinations within Egypt" (see above).



Tokyo-based ETA Tourism Counsellor for Japan, South Korea, Australia and NZ, Ibrahim Khalil, said he believed the Australian market has "high potential for growth".

MX resumes tking

BELEAGUERED carrier Mexicana has announced the resumption of ticket sales both online and via agents using the Amadeus GDS - despite being suspended from BSP.

QR Europe special

QATAR Airways has announced special Economy Class fares from Melbourne to Europe, with the deals on sale until 31 Aug.

Prices start from \$1873 to Beirut, \$1884 to Barcelona and Madrid, and \$1887 to Istanbul.

Other destinations available include Athens, Rome, Vienna, Paris, London, and Manchester.

MEANWHILE QR today also launched a new mobile version of its website allowing passengers to access functions such as check-in, flight status info, seat selections and travel details - see the site at m.qatarairways.com.

T-force Chairman's dinner



ABOVE: Travelforce held its inaugural Chairman's dinner to recognise its employees who have worked with the company for 10 years or longer, last Friday.

Thirteen employees attended the special event, with their average length of service at Travelforce equating to 14 years - which equates to 184 years of Travelforce experience and 327 years of industry experience between them.

Pictured at the event held in a private room at the est. restaurant in Sydney, back row from left are: Edward Camua, Maggie Poynter, Lisa Maddox, Carolyn Eyre, Barbara Bates, Cathy Lenehan, Michael Schischka, Wayne

Swaysland, chief exec. officer, and Denise Gilfeather.

Front row: Andrew Ross, exec. chairman; Mary-Lou Ross, exec. director; Silvana Bianco and Sarah Meadows.

RAC closes office

WA'S RAC Travel has announced the closure of its Booragoon member service centre on 03 Sep.

Executive mgr Mike Leary said the move followed an examination of the business which will see a focus on "expanding alternative channels such as phone and online," which reflect member preferences for travel.

He said Booragoon staff would be relocated to West Perth.

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Trip Agent Spotlight



Today, **Travel Daily** speaks with Qantas Holidays & Viva! Holidays Trip member **Angela Kaluzyn** from

Travelscene South West.

Angela is currently travelling on Trip's birthday reward fam in New York.

1. When did you sign up to Trip?

The morning after the launch party in Sydney...I couldn't wait!

2. What do you like about Qantas & Viva! Holiday's Trip program?

It's really easy to accrue points and you don't need to track this.

3. What have you been rewarded with since you've been a Trip member?

I've redeemed points on two occasions for personal holiday accommodation and been invited on this amazing trip to New York.

4. How does Trip differ to other loyalty programs you've been involved with?

Trip offers more options to accrue points faster such as the great bonus monthly promotions.

5. What have you enjoyed most on this birthday trip to New York?

The Mets vs Colorado Rockies live baseball game, especially The Mets #16 player, Angel Pagan who's very nice to look at!

6. What's your message for Trip's first birthday?

Happy Birthday to a fantastic agent loyalty program and to the best wholesaler going around.

Do you want to become a Trip member like Angela? Register at www.accumulate.com.au/trip

Rydges revitalises

RYDGES Esplanade Resort Cairns is offering a two-night Metta Wellness Retreat Weekend for women hosted by specialist Jeanne Kes and Dhyana Diekman on 24 Sep, priced from \$786ppts.

The retreat includes daily restorative yoga, massage or facial treatments, therapy sessions, meals and more - go to rydges.com/cwp/mettawellness.



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Delta's JFK T4 plan

DELTA Air Lines Terminal 4 at New York's JFK Airport will undergo a US\$1.2 billion expansion to upgrade facilities as part of a plan by DL, the Port Authority and JFK Int'l Air Terminal LLC.

Construction will begin in Sep, with the expansion of Concourse B to include 9 new int'l gates, a pax connector between T2 and T4, expanded baggage claim areas, and Customs & Border Protection.

Phase one of Delta's relocation from T3 is scheduled to begin from May 2013, with demolition of the T3 facility to begin in 2015.

Last week the SkyTeam airline alliance, of which DL is a member, indicated it was planning to co-locate its operation at JFK, as flagged by *TD* (TD 04 Aug).

Getaway tonight

TONIGHT'S episode of Channel Nine's dedicated travel program *Getaway* at 7:30pm features stories on:

- Santorini, Greece
- ABBAWorld, Victoria
- Kims Beach Hideaway in NSW
- Crete, Greece
- Post Hotel, Lake Louise
- Amorgos, Greece
- Spicers Walk in Southeast QLD

New United livery

UNITED Airlines and Continental Airlines have further refined their new joint 'United' branding, which will eventuate should the airline's proposal to merge gain approval.

The differences between what was presented in May (TD 04 May) and now are very subtle, with the United name now in capital letters in a tailored sans-serif font adopted, and the Continental Airlines livery, colours and design (including the blue-gold-white globe image) used on the tail.



The rehashed joint UA/CO livery

Outrigger/IHG deal

THE Ohana Waikiki Beachcomber hotel will be rebadged as the Holiday Inn Waikiki Beachcomber Resort by Nov after its owner, the Outrigger Enterprises Group, and InterContinental Hotels Group signed a new licensing agreement.

A US\$1 billion rebranding is expected to be completed soon.

Your chance to be a TD roving reporter!

Travel Daily is giving subscribers a chance to become a *Travel Daily* roving reporter and travel trade blogger on location in Europe from September 28 to October 9 on the 'Switzerland Mega Fam'.

This amazing competition is being sponsored by Rail Europe, Switzerland Tourism and THAI, in support of Rail Plus, Rail Tickets, CIT Holidays and Infinity Rail.

Over the next 2 weeks impress the judges:

In 100 words or less describe a favourite place you've visited including a picture (max res 1MB) and a website link featuring this favourite place.



This description can be about anything you choose: a city, restaurant, hotel, resort, bar, monument - whatever you think makes an interesting story that your colleagues will love to read and even inspire them to visit your nominated 'place' too!

The chosen 'reporter/blogger' will be packed off with the specialised tools of the trade to capture the trip in full, including camera and will be expected to report back on what's happening every 2nd day to be captured in *Travel Daily*, on the TD insiders blog, THAI's eNews and dedicated agent website/Blog plus also Switzerland Tourism website/Blog.

The winner will be announced on September 6, so get those thinking caps on and email your entries together with your full name, position/title, travel agency and location to reporter@traveldaily.com.au

Click here for competition terms & conditions

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Canada visitors up

THE number of Aussie travellers taking overnight trips to Canada in May 2010 rose 18% year-on-year to 30,457 people, according to the latest stats from the Canadian Tourism Commission's 'Tourism Snapshot', released this week.

Australian arrivals between Jan and May are tracking at around 9% higher than the same time last year, sitting at 76,107, ranking it the fourth highest overseas source market for Canada, behind the UK, France and Germany.

Hanger Breakfast

THIS year's 'Breakfast on the Bridge', held on the span of the iconic Sydney Harbour Bridge, will take place on 10 Oct and will have a football theme to back Australia's 2022 FIFA World Cup bid.

See breakfastonthebridge.com.

RJ Jul numbers up

ROYAL Jordanian has recorded an increase of 14.6% in passenger numbers to 330,000 year-on-year for Jul 2010, a 7% higher figure than the carrier had projected.



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Top free UK sites

ONLINE travel guide TripAdvisor has revealed its top free tourist attractions to visit while in London as being The Imperial War Museum, The National Gallery, The Wallace Collection, British Museum and St James Park.

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JTG QLD gong for RACQ



ABOVE: The Jetset Travelworld Group QLD State conference was held in Brisbane recently, attended by 80 frontline consultants and managers.

The day included presentations by keynote speakers, workshops and interactive travel trivia, along with the announcement of several JTG QLD award winners

Around 200 people celebrated at a Gala Award Masquerade themed event.

Pictured above with general

manager Jetset Travelworld Retail Network, Warwick Blacker (centre), are the winners for the Most Productive Retail Partner Award, presented on the night to RACQ Travel.

WestJet expansion

CANADIAN carrier WestJet will add a further six new seasonal routes to its int'l route network, operating between Dec and Apr.

WS will offer a twice weekly Ottawa-Las Vegas service, and once weekly flights from Quebec City to both Cancun and Ft. Lauderdale, and Saskatoon-Phoenix, Edmonton-Orlando and Regina-Phoenix.

Macau attraction

THE House of the Dancing Water in Macau is expected to open next month, featuring 80 acrobats, dancers, stuntmen, musicians and divers in a \$300 million show - see thehouseofdancingwater.com.

DriveNow top deals

ONLINE campervan and car hire firm, DriveNow, says it is offering vehicles priced from as low as \$25 a day for rentals in Australia and New Zealand.

The website partners with Apollo, Backpacker Rentals, Britz, KEA Campers and Maui vehicle rentals - www.drivenow.com.au

Spanish strike looms

THE boss of the International Air Transport Association is urging Spanish air traffic controllers to accept the Spanish air navigations service provider, AENA's, offer of arbitration to resolve differences to avoid possible strike action.

"Arbitration is a fair, open and balanced means to settle the differences...and would avoid debilitating disruption to Spain's economy," said Giovanni Bisignani.



Industry Appointments

WELCOME to *Industry Appointments*, *Travel Daily's* Thu 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.

Insight Vacations has today announced the appointment of two new Sales Managers. Lisa Kirwan will oversee NSW and Bronwyn Nicholaas-Ponder will be Insight's state sales manager for WA. Kirwan has four years experience in retail roles and one year in recruitment, while Nicholaas-Ponder was previously a BDM for Pinpoint Marketing, a sales exec. for Wendy Wu Tours and a travel consultant with Ansett Australia.

APT has appointed Sandra Cahill as its new Business Development Manager for Southern NSW/ACT. Cahill was a BDM for regional NSW/ACT with Cox & Kings Australia previously, and has also worked with Air France-KLM where she was a NSW account mgr.

Trafalgar has appointed Sherry Janssen to the role of National Groups Manager. She has 17 years experienced with The Travel Corporation including roles with Creative Holidays and most recently as Groups Manager at AAT Kings.

Rendezvous Hospitality Group has appointed Gwen Parker as its Manager - Corporate Sales, based in the firms Sydney regional office. She will be responsible for driving Key Account corporate sales primarily in the Australia/ New Zealand region.

The Travel Authority Group has appointed Leanne Zeid to the newly created role of National Sales Mgr. She'll be responsible for the sales & marketing of corporate travel, leisure & events divisions.

David Painter has been appointed as GTA by Travelport's new Chief Operating Officer based in London, effective immediately.

Mantra Hotels Resorts & Apartments has named David Brill as the new General Manager of Mantra Pandanus and Area Manager for Darwin, effective 20 Sep. Mantra has also promoted Aaron Bond to the position of General Manager at Mantra Southbank Melbourne, replacing Jeff Hermes who is moving to Mantra on Russell.

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AVALON
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QF A380 in Noumea

A QANTAS Airbus A380 flight from Los Angeles to Sydney was yesterday forced to divert to New Caledonia due to heavy fog on the east coast of Australia.

The 401 pax/staff on QF12 were delayed in Noumea for several hours while QF arranged for a 747 to be sent to the French Pacific territory, as crew had exceeded their flying hours.

It was the first time an A380 had landed in New Caledonia.

Norfolk Hotel sale

THE All Seasons Colonial Hotel on Norfolk Island is on the market after the company which owns it went into receivership.

The administrators, PPB, are soliciting expressions of interest for the 55-room property which is currently managed by Accor but is available with vacant possession.

Orbitz enhances

ORBITZ Worldwide has launched new enhancements on its website, giving customers more info, tools and resources to make the right choice when booking a hotel, the online agent says.

Improvements include in-path, side-by-side comparison of hotel details, expandable interactive maps, real-time room rate pricing, unfiltered reviews and more.

'YOU DESERVE TAHITI'... TELL US WHY AND WIN



To celebrate 'You Deserve Tahiti' month, throughout August, *Travel Daily* is giving travel consultant readers the chance to win an incredible seven-night holiday to Tahiti for two people, courtesy of Tahiti Travel Connection.

This fantastic prize includes:

- Return economy airfares on Air Tahiti Nui for two
- Two nights twin share accommodation at Manava Suite Resort Tahiti in a Standard Room (one pre and one post Manihi Island)
- Five nights' accommodation at Manihi Pearl Beach Resort in a Beach Bungalow
- Return economy flights for two from Tahiti to Manihi Island
- All land transfers on Tahiti and Manihi

For your chance to win this incredible holiday...

Tell us in 50 words or less why you deserve to win a seven-night sensational escape to one of the most beautiful places on the planet – Tahiti

Feel free to support your case with 1 image only. Entries must be accompanied by the agent's full name, agency name, phone contact and email contact.

Email your entries to: tahiticomp@traveldaily.com.au

Note: Only one entry per agent/consultant.

Click here for competition terms & conditions



Bora Bora special

TAHITI Travel Connection is offering a seven-night air and land package to Tahiti priced from \$3995ppts, ex SYD or MEL.

The promo includes Air Tahiti Nui Economy class flights, five-nights accom at the Hilton Bora Bora Nui Resort & Spa, plus brekkie and dinner, and two nights at Manava Suite Resort.

See youdeservetahiti.com.au.

Anantara Sri Lanka

THE owner of luxury hotel group Anantara, the Minor Hotel Group, has purchased a majority stake in Sri Lanka's Cyprea Lanka, which will oversee the operation of Kani Lanka Resort & Spa, Kalutara.

CEO of Minor International said Sri Lanka is a destination that will offer the group "immense potential" for the future Anantara property to be introduced there.

Livin' it up in the Big Apple

A MILD case of jet lag wasn't going to stop the travel agents on Qantas Holidays & Viva! Holidays Trip birthday fam from enjoying their first full day in New York City.

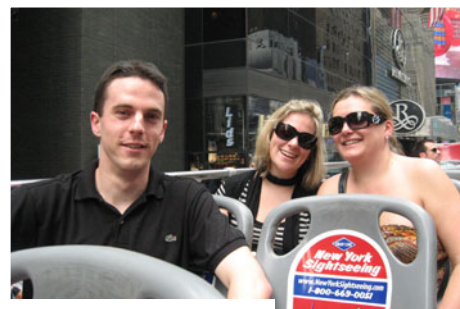
Yesterday the group set out and visited the NYC Information Center; made their way through the Rockefeller Center to the 'Top of the Rock'; strapped themselves in for the NYSKYRIDE; soaked up the breathtaking views from the Empire State Building (ESB) and cheered on the NY Mets baseball team to victory at Mets Stadium.

Pictured *below* at the 'Top of the Rock' with the ESB behind them are: Sue, Sandra, Sarah, Lorraine, Bada, Michelle, Stacey, Angie, Sarah, Sue, and *front row* is: Matt, Angela, Anita and Dayna.



RIGHT: And now we're in Times Square.

Dayna Robertson and Angie Howes from Qantas Holidays and Matt Paine of Harvey World Travel Launceston enjoying Grayline's double decker bus Downtown Loop Tour.



LEFT: Let's Go Mets! Let's Go Mets!

Qantas & Viva! Holidays Trip members all decked out in their baseball caps with tickets in hands and ready to enter the stadium for last night's big match.

RIGHT: Who said this food isn't good for you?

Sarah Phillis, Platinum Escape, Lorraine McLoughlin, HWT Ashmore and Sue Harrison of CTM Bundall enjoying the hotdogs, nachos, fries and soda at the Baseball game.



LEFT: Catch the Metro - it's as easy as one, two, three!

Sue Jones, NYC & Company; Stacey Daley, Andrew Jones Travel Hobart and Sarah Gott, HWT Reservoir travel back to the hotel following a fun-filled day!



Looking For New Challenges?

Start your search with TMS!



Hot Jobs (Australia) - August 2010

JOB OF THE WEEK! Recruitment Consultant - Travel & Tourism Industry SYD

- Travel Industry experience essential
- Great salary package incorporating fantastic commission

TMS Asia Pacific is the leading Travel, Tourism and Hospitality Recruitment company in the Asia Pacific region. With offices across Australia and Asia we provide recruitment solutions to leading travel providers and Hotels, ranging from Temporary staff to Senior Executives. To continue to maximise our potential in the market we are seeking a new Recruitment Consultant to join our team.

Contact **Michelle Williams** at TMS michelle.williams@tmsap.com
T: **02 9231 6444** or **apply online now!**

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Air Fare Team Leader - North Sydney

- High End Leisure Travel
- Small Team to Lead

A specialist in the luxury travel market has created a new department in Air Fare Reservations. You will be managing a Coordinator in this newly created position. As this is a new position you will need to be flexible in changes to this role and open minded in making this role your own and developing it with your manager. This is a great opportunity for an experienced Travel Consultant wanting to work for a thriving product. To apply for this role you need to have experience in managing a team or someone and ability to demonstrate flexible and adaptable nature. In addition it is essential that you have a good working knowledge of a GDS, preferably Amadeus, Fares & Ticketing 1 and BSP experience.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Corporate & Leisure Travel Temps Required – CBD

- Temp to perm opportunity
- Mon-Fri hours

We are looking for temps with corporate and leisure travel consulting experience to work for a well established company in Sydney CBD. You must have a minimum of 2 years corporate consulting experience using Sabre or Galileo.

Contact Sharon Moss T: **02 9231 6444** E: sharon@tmsap.com or **apply online now!**

Helpdesk Executive - Sydney

- 40k

Well known company in the travel industry is seeking a Helpdesk Executive. Your role will be to provide exceptional customer service to direct clients on the full range of products and related network and platform issues. To be considered for this role you will have fares and automated ticketing skills, knowledge of Galileo and superior customer service skills.

Contact Stacy Balderston T: **02 9231 6444** E: stacy@tmsap.com or **apply online now!**

High End Leisure Consultant - Upper North Shore

- Work close to home
- Beautiful office

This amazing agency with a fantastic team and beautiful office is looking for an experienced Consultant to join their team. Booking high end leisure you will have minimum 5 years travel consulting experience, great destination knowledge and Sabre/Tramada preferred. This agency has built its reputation offering fantastic customer service and has a loyal repeat client base to prove it. No Thursday nights or weekend work required.

Contact Karen McGrath T: **02 9231 6444** E: karen@tmsap.com or **apply online now!**

Aircraft Charter Coordinator

- Free parking on site
- Extra week holidays

This unique opportunity cannot be missed! If you have worked in the travel industry for the past 2 years as an International Corporate Consultant and you need a change, then this role is for you! Due to expansion, this specialised Charter Company is seeking an aircraft charter coordinator to join their small and dynamic team. This company deals with VIP clients and passengers, government and corporate clients worldwide as well as cargo and freight markets. Based in the East with FREE parking, your day will be filled with delivering

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Business Development Manager - Melbourne

- Corporate Travel
- Base, Super, Car and Commission

A well known and major business travel company is seeking the "Cream Of The Crop" corporate sales professionals. Endless opportunities to progress your career within this company to the very top! You will be responsible for the acquisition of corporate clients through a consultative B2B solution sales approach. In return you will receive generous commissions along with growth and development. Applicants with a proven track record in gaining new business from the corporate market is essential for this role. Travel Industry experience not necessary.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Travel Consultant - Part Time Temp – Melbourne - Elsternwick

- Ongoing temp assignment
- Flexible work and hours

Are you a retail travel consultant looking for some flexibility in your role and in your hours? This agency in Elsternwick are seeking an experienced travel consultant to help them one or two days per week doing all office duties and consulting where needed.

Contact Sharon Moss T: **02 9231 6444** E: sharon@tmsap.com or **apply online now!**

Branch Manager - Melbourne

- Rare Opportunity
- 65-70K

Our client, a well established travel company is looking for an experienced Office Manager to oversee daily operations. You will be an experienced people manager who thrives on the challenge of driving and motivating a team to achieve their individual potential. You will be responsible for overseeing the daily operations and must have extensive experience in retail travel operations. This position offers variety and is very much a hands on role.

Contact Stacy Balderston T: **02 9231 6444** E: stacy@tmsap.com or **apply online now!**

Corporate/ Leisure Consultant - Eastern Suburbs

- Variety plus
- Parking available

Our client is looking for an experienced Multi Skilled Consultant to join their thriving team. Based in the Eastern Suburbs no longer will you need to sit and traffic and with parking available what more could you ask for. This role will see you booking both Leisure & Corporate Travel so all round skills are required. To be considered for this amazing role you will require minimum 3 years experience, be able to book complex itineraries & have a positive outlook and mature approach to your work.

Contact Karen McGrath T: **02 9231 6444** E: karen@tmsap.com or **apply online now!**

exceptional customer service to direct clients in sourcing the best travel solutions for their requests. You will be liaising with airlines, carrying out administration duties and developing relationships with existing clients.

To be considered for this role, you will have the following:

- Travel and or airline background
- Outstanding communication and customer service skills
- Confident and outgoing sales approach
- High attention to detail and professional attitude

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NEW POSITIONS AVAILABLE NOW FOR TALENTED EXECUTIVES

BRING INNOVATION TO ACCOUNT MANAGEMENT

**NATIONAL ACCOUNT MANAGER – CORPORATE TRAVEL
SYDNEY – SALARY PACKAGE TO \$100K+**

We're looking for a talented Account Manager to join a prestigious Corporate agency. The perfect person will bring previous experience in a similar role with a focus on retention & growth strategies, but what sets you apart is your creativity and innovative approach to account management. If you're not afraid to look outside the square and love a pro-active, commercially astute team environment you'll thrive here.

SEE YOURSELF AT THIS BOARDROOM TABLE??

MANAGING DIRECTOR

SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE

This is an exciting opportunity for an exceptionally talented business leader to take this successful Brand forward and drive company growth. With full P&L control and leadership of a talented Management team, you will be the figurehead of the company, managing key relationships in Australia and across the global network, and promoting staff engagement. This is a high profile role for a dynamic leader.

MORE THAN A REP - DRIVE SALES & GROWTH

**BUSINESS DEVELOPMENT MANAGER – LEISURE
SYDNEY – SALARY PACKAGE TO \$75K**

This high profile travel Brand needs a switched on BDM capable of driving sales and building solid relationships across the NSW travel industry. You'll be proactive and self motivated with a personality that will shine and the proven ability to achieve sales targets and grow revenue. Previous experience on the road managing a sales territory is essential. Great international product and a fantastic team to join.

RARE SENIOR LEADERSHIP ROLE IN BRISBANE

TRAVEL OPERATIONS MANAGER

BRISBANE – SALARY PACKAGE TO \$110K

Are you an experienced operations manager with a passion for developing successful teams, improving profitability and exceeding SLA's? Here's an amazing opportunity to join an award winning organization which rewards high achievers generously. You must have min five years experience in a general management role, preferably with a strategic focus on improving systems. A successful & progressive company!

MARKET THIS DYNAMIC COMPANY

MARKETING SUPERVISOR

PERTH – SALARY PACKAGE \$60K - \$70K

Managing this small team you will be an effective communicator who can bring the best out of your team. Your skills will stem from working in a marketing role within the travel industry where you are involved in pricing and producing specials and your preferred market will target online media & web based marketing agents. This role is a great step forward for your career to increase your professional profile.

SHINE BRIGHTLY IN THE TOP SPOT

VICTORIAN STATE MANAGER

MELBOURNE – SALARY PACKAGE TO \$75k + CAR

Can you motivate a team, drive sales and build rapport with VIP level clients. As the State Manager for this travel product you will be effective in your ability to build sales across your region while providing support for your team, implementing new strategies and focusing on client relations at the highest level. Earn a great salary package including a fully maintained vehicle, and lead your team to greatness!

LOVE THE THRILL OF THE CHASE

**BUSINESS DEVELOPMENT MANAGER – CORPORATE SALES
HOBART BASED – SALARY PACKAGE OTE \$80k**

Do you know how to hit the ground running and make your mark by securing new business? This fantastic new role is a great opportunity for a hungry sales person to get ahead with their career on the Apple Isle. No need to move to the mainland, this great sales position is right on your doorstep! Working within corporate travel you will get out and about, cold call, present and win business for this top Agency.

NEVER HAS SALES BEEN THIS MUCH FUN

**BUSINESS DEVELOPMENT MANAGER – CORPORATE
BRISBANE – SALARY PACKAGE \$90K++**

We are looking for a true sales professional, a competitive "hunter" with demonstrated experience in corporate sales ideally within the travel industry. A fantastic remuneration package is on offer with considerable bonuses for your achievements. Work within a vibrant team and with the confidence of having a leading travel operation behind you. Being successful should be fun, and this company agrees.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Kate Dalrymple
QLD & NT
Ph: 07 3229 9600

Linda Green
NSW & ACT
Ph: 02 9231 2825

Kathryn Heberton
VIC, SA, WA
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

FOR MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com

HAYMAN



HAYMAN SHORT BREAK

Book a Short Break on Hayman, Australia's celebrated private island resort in the Great Barrier Reef.

HAYMAN SHORT BREAK

- Three nights' twin share accommodation
- Daily beachfront buffet breakfast in Azure
- Paddleskiing, windsurfing and catamaran sailing
- Tennis, squash, croquet, beachside golf putting, golf driving, billiards and island walks

\$669^{pp}
twin share*

FAMILY OFFER

Available with HAYMAN SHORT BREAK bookings and includes:

- An additional room for three nights' twin share at 50% discount
- Daily beachfront buffet breakfast in Azure
- Two 3-hour Hayman Kids Club or Crèche sessions per child per stay
- 50% off à la carte menus for children 5-12 years
- Complimentary meals for children 4 years and under
- 50% off launch transfers for children 5-12 years
- Special school holidays activity programs

\$335^{pp}
twin share**

For further information or to make a reservation, contact Hayman Reservations or your Travel Specialist
E reservations@hayman.com.au T (61-7) 4940 1838 or Toll Free (in Australia) 1800 075 175

Conditions *Offers valid for sale until 30 September 2010 and valid for travel until 21 December 2010. Offers based on twin share accommodation and minimum 3-night stay including daily beachfront breakfast for 2. ** Family Offer based on additional room of equal value to bona fide families at 50% off Hayman Short Break rate and includes 2 complimentary 3-hour sessions per child per stay at Hayman's Kids Club or Crèche. Return launch transfers from Great Barrier Reef Airport (Hamilton Island) to Hayman can be purchased in conjunction with air travel, through Hayman Reservations or your Travel Specialist. Subject to availability at time of booking.

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