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# Travel Daily AU

First with the news

Wed 18 Aug 10

Page 2

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**10 GOOD REASONS TO VISIT NEW CALEDONIA**

**7 A Natural Wonderland**

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\*Conditions Apply



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## Domestic numbers soar

PASSENGER numbers on domestic flights within Australia surged 9.3% year on year during Jun, with big jumps on a number of routes including an increase of more than 21% on the busy Sydney-Melbourne corridor.

The fastest growing route was Cairns-Melbourne, which saw numbers increase 25.4%, while there was also strong growth on Gold Coast-Sydney (up 19.9%) and

### ATEC health event

THE Australian Tourism Export Council will hold its second annual Health and Wellness Travel Conference at the Sofitel Gold Coast on 23 Sep.

Presenters will include Professor Pauline Sheldon of the University of Hawaii as well as author Josef Woodman, with ATEC md saying delegates will attend from a range of sectors incl govt, health, regional development, tourism and education.

"Australia has incredible potential in the Health and Wellness sector," Hingerty said, citing unique attractions and experiences, the vibrant spa tourism sector and "excess capacity in our excellent private healthcare facilities".

Adelaide-Brisbane (up 19%).

Routes which declined included Adelaide-Canberra, down 15%, Ballina-Sydney, down 11% and Brisbane-Hamilton Island which declined 10.8%.

Overall Australian domestic passenger numbers were 4.24m during Jun, while the number of passengers carried in the year to 30 Jun was 51.76m, up 3%.

Sydney was Australia's busiest domestic airport, with 1.89m passenger movements, followed by MEL at 1.69m and BNE at 1.23m.

### NZ 747s back to MEL

AIR New Zealand will continue to operate Boeing 747-400 aircraft between Auckland and Melbourne beyond 09 Nov, contrary to reports the NZ flag carrier was ceasing its jumbo service to the VIC capital.

According to GDS displays, Air NZ plans to operate B747-400s on flights NZ123/124 on Tues from 01 Mar to 25 Mar 2011.

MEANWHILE NZ today also said it would operate 14 return charters between Auckland and nine departure points across Japan between Dec and Apr, triple the previous level due to a "resurgence in demand from this high spending tourism market".

## looking for some work-life balance?



Are you an experienced Corporate Travel Consultant who prides themselves on their fantastic customer service skills, seeking a job that gives you some work-life balance?

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## Window Seat

WE'VE heard of water colours, but this is ridiculous.

The latest sensation in European dive tourism is an underwater art gallery which has been set up in a Lithuanian lake.

Twenty large photographs have been unveiled deep beneath the surface of Lake Plateliai in the country's west, with organisers saying they plan to further enhance the experience with the addition of sculpture and stained glass objects.

"Art is experienced totally differently in the water," enthused Andrius Albrikas, the head of a Vilnius diving academy.

IT didn't take long for quirky US carrier Spirit Airlines to capitalise on the exciting New York tarmac exit of JetBlue flight attendant Steven Slater last week (TD 10 Aug) which has caused a worldwide sensation.

Yesterday Spirit started using images of Slater (below) sliding down an emergency chute - complete with two bottles of beer - with the tag line "Don't be blue, slide down to low fares".

The ads are in keeping with Spirit's previous controversial campaigns which include a promotion capitalising on the Gulf oil spill encouraging people to "check out the oil on our beaches," as well as the immortal "MILF Sale" - advertising (of course) Many Islands, Low Fares.



**Don't be blue, slide down to low fares with our \$35 coupon!**

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COMING SOON ON FLIGHTS TO NEW ZEALAND





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**Travel Daily AU**  
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**World's Best Business Class.**  
 Skytrax World Airline Awards 2010  
**QATAR** AIRWAYS  
 القطرية

## Jesinta tweets for Delta



ABOVE: Miss Universe Australia Jesinta Campbell was certainly won over by her recent Delta Air Lines flight experience to the USA for next week's Miss Universe pageant being held in Las Vegas.

Delta is the official carrier for the Miss Universe hopeful, and Campbell did a great job endorsing

DL's BusinessElite product.

Campbell this month 'tweeted' her 765 followers: "My flight over with DL was incredible!! The flat beds were so comfy and the service was exceptional."

She is pictured here (left) with Delta Air Lines sales managers Renee Stanton and Jane Wilshaw.

## Air India ADM threat

AIR India/Indian Airlines has advised travel agents of a new "CRS booking fee monitoring policy," warning that it intends to issue Agent Debit Memos for "excessive duplicate booking activity".

The carrier says that duplicate bookings - using the same passenger name for additional flights for the same market/date/IATA number - continue to drive unnecessary CRS costs.

"We will issue debit memos to recover the associated booking fee expense," the advice says, with ADMs including a US\$50 administrative fee per debit memo - in addition to CRS fees ranging from US\$1 to US\$4 per passenger per segment.

AI/IC are also targeting "churn" which is defined as cancel/rebook activity intended to circumvent TTLs or hoard inventory.

Other initiatives have seen the carriers reduce waitlist ceilings and eliminate waitlist in most discount classes of service, as well as monitor fictitious bookings to "eliminate the practice of holding space under speculative passenger names".

The carriers' local gsa, Walshes World, says the aim is to "minimise unnecessary costs and work together in partnership to provide better services".

Air India has flagged new non-stop services between India and Melbourne to commence later this year, although the flights aren't yet loaded for sale.

AI/IC have been in the process of merging for some years.

## SQ pax up a bit

SINGAPORE Airlines has reported a 1.2% year on year growth in passenger numbers during Jul, with the carrier's overall load factor improving by 2.7 points to 82.4%.

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## Evergreen pushes Europe pricing

SCENIC Tours' sister company Evergreen Tours has extended its 2011 River Cruising program to include five new standalone European land tours, which are available and on sale now.

Evergreen Tours general mgr Angus Crichton told **TD** that the tour operator's pricing for next year's Europe touring program is already "set in stone".

"While some of our competitors are offering pre-release flyers for Europe 2011, Evergreen Tours has firm costs and we're taking bookings now," he said.

Crichton said it wasn't necessary for agents to be turning

## ANA lowers fuel levy

AIR Nippon Airways is dropping its fuel surcharge on international flights by between US\$6 (on the Japan-Korea route) and up to US\$37 per sector, on routes from Japan to Europe, the Middle East, and North America.

away business while waiting for the "traditional operators like Insight and Trafalgar" to release their firm pricing and itineraries in October.

"Agents can book comparable Evergreen Europe 2011 coach tours now out of our full Europe 2011 brochure," Crichton said.

"After years of success with our Canada & Alaska program we've now developed a Europe program with the same quality and value in mind and it's really showing in agent interest and business," he said.

Crichton said the Europe program is "up there with the best", and includes tipping and gratuities, utilises hotels such as Sofitels, Sheratons and Westins, takes in all the major attractions and offers earlybird discounts of up to \$1,200 per couple.

Evergreen's Europe 2011 brochure and flyers are available through TIFS now.

## Tiger India growth

TIGER Airways is expanding its operation in India, launching two new routes from Singapore to Tiruchirappalli (four times weekly) and to Thiruvananthapuram (thrice weekly), effective 31 Oct.

Tiger is also boosting frequency on its Singapore-Chennai service from 11 to 14 weekly.

## Hotham openings

VICTORIAN ski-field Hotham is today opening its Keogh's and Orchard chairlifts for the first time this season, following 42cm of fresh snowfall this week.

The lifts will provide greater access to intermediate runs incl Mitchell's, Bushwacker, Zirk's at the Orchard and Keogh's Basin.

## AC doubles Tokyo

AIR Canada has announced it will add a new daily direct service to Tokyo Haneda Airport from Vancouver, beginning 29 Jan.

The new route complements AC's daily Vancouver-Narita flights.

## New TCF signings

BACKPACKERS World Travel is expanding its operation within New South Wales, launching five branch locations across the state this month, including two locations in Sydney, Coogee, Byron Bay and Bondi Junction.

The new additions are on top of five Flight Centre Ltd branch locations the Travel Compensation Fund has added since 01 Aug, with two Escape Travel branches in Charlestown NSW and Burleigh Heads QLD, a new Flight Centre store in Cardiff NSW, Cruiseabout location in Mosman NSW and Student Flights in St Lucia QLD.

Eight other new head office locations have also been admitted across the country, being: **Ausban Travel**, Quakers Hill NSW (ABN: 11 793 878 358); **Jetscape Travel**, Loganholme QLD (ABN: 68 145 039 470); **Flightwizard Travel**, Calamvale QLD (ABN: 58 143 957 724); **Pipeline Respite Supported Holidays and Tours**, Benowa QLD, (ABN: 41 101 377 977); **Lyn Adrian's Cruise Collection**, Adelaide SA (ABN: TBA); **Goldrush Travel**, Kalgoorlie WA (ABN: 12 078 694 667) and **Sagarmatha Travel and Tours**, Brisbane QLD (ABN: 61 123 090 479).

## Japan East rail

INTERNATIONAL Rail in Melbourne is offering Japan Rail East Passes to compliment ski packages and holidays in the country priced from \$48 per day.

E-tickets are available for sale until 12 Nov and for travel 01 Sep to 30 Nov and permit travel through Toyko, Nagano, Nilgata, Sendai, Morika, Misawa and Akita.

## Seatbelts on buses

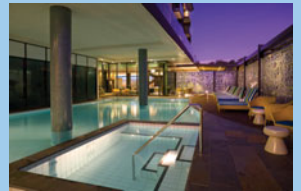
THE US Dept of Transportation has this week renewed its call to have seatbelts fitted to new large tour-style motorcoaches, to be implemented within four years.

Having seatbelts installed on existing coaches has also been proposed by the US Traffic Safety Administration.

Between 1999 and 2008 there were 186 fatalities in 54 coach crashes, with the majority of those deaths resulting from being ejected from the vehicle.

"Seat belts save lives, and putting them in motorcoaches just makes sense," said DoT Secretary Ray LaHood.

## WIN AN INDULGENT ESCAPE AT MEDINA



Medina Apartment Hotels is the perfect place to indulge – Australia style. Stay in your own private apartment with all of the conveniences of home and the space to spread out and relax.

This week, **Travel Daily** is giving one lucky reader the chance to win a More Indulgence @ Medina package, courtesy of **Medina Apartment Hotels**.

This fantastic prize valued at \$980 includes: two nights accommodation in a one bedroom apartment at a Medina Apartment Hotel at any one of Medina's great Australian city locations, late checkout of 12 noon and a special Kangaroo Island Eucalyptus gift pack from **Trelivings** by Evodia. Your stay will leave you feeling refreshed and beautifully fragrant.

With 22 locations across Australia, Medina is the perfect location for your next getaway. Search, select and book online at [www.medina.com.au](http://www.medina.com.au)

For your chance to win this amazing package, simply send in your answer to the following question:

**In 25 words or less, tell us what your ultimate indulgence is**

Email your answers to: [medinacomp@traveldaily.com.au](mailto:medinacomp@traveldaily.com.au)

The most creative answer wins!

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## Iberia Brazil focus

ONEWORLD member Iberia has announced additional flights to Fortaleza, Recife, Belo Horizonte, and Brasilia in Brazil, scheduled to begin in 2011.

## Gap limited edition

GAP Adventures is offering a 20% discount on a limited edition trip to Indochina in Oct, tied in to celebrate the city of Hanoi's 1,000th anniversary.

The Photograph Indochina trip visits to Angkor Wat, Bangkok, Ho Chi Minh City and Hanoi, and is priced from \$1,736 per adult.

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## FTC prizewinner

FRENCH Travel Connection has announced its quarterly 2010 incentive winner as Milica Emery from Harvey World Travel, East Victoria Park, Western Australia.

Milica (below) has won return economy tickets to Paris with Air Austral, plus five nights accom at the Hotel Sully Saint Germain.

The incentive ran from 09 Apr to 30 Jun, with agents earning one entry into the draw for every French Travel Connection booking of more than \$1,000.

FTC has launched a new incentive that will run up until 31 Dec, with the major prize being two economy flights to Paris, and a seven night self drive cruise with Le Boat.



## Managers to Canada

TRAVELMANAGERS says it will account for 25% of the 24 places offered on the Canadian Tourism Commission's three specialist sub-families next month, to British Columbia, Quebec and Alberta.

Executive GM Mandy Scotney said the invitations demonstrate how home-based mobile consultancy is increasingly being recognised by government tourism bodies, on top of privately and publicly owned travel operators.

## Trafalgar reminder

TRAFALGAR and World Rewards are reminding agents there are only two weeks left in the 'Light Your Way to Europe' incentive.

To enter agents need to book a tour from the Europe and Britain: Autumn, Winter & Spring program by 31 Aug - [worldrewards.com.au](http://worldrewards.com.au).

## JetBlue bargain

US carrier JetBlue has reintroduced its 'All You Can Jet Pass' which allows customers to take as many flights as they like during a one month period, for a fixed US\$699 price.

The pass is valid to any of JetBlue's 60 US domestic and international destinations, and is valid 07 Sep-06 Oct without blackout dates.

Fares must be booked three days in advance, and there's also a cheaper US\$499 pass which is valid for unlimited travel except on Fridays and Sundays over the promotional period.

A similar pass was offered in '09.

## AFTA UPDATE

the latest insights from AFTA's Chief Executive, Jayson Westbury



*The stage is set, the campaigns are consolidating and the fundamental key issues have bubbled to the surface. Yes, we have a federal election on this Saturday and if anyone can call it, you are very brave.*

*This will go down as one of the closest election campaigns in our history. With two totally untested candidates in terms of having been Prime Minister, and two people that have managed to make clear differences between themselves but more importantly in terms of the policy platforms they are presenting, there is a real contest on Saturday.*

*As someone that lives in this political world on a daily basis and has a broad range of interaction with both sides of politics and the people that support both sides, it may well be the one time when the absolute delineation of key policy issues will be the determining factor for those Australians that are yet to make up their mind about which way to vote on Saturday.*

*This is a really important time for Australia and we need to know that we will have the political basis on which our economy can continue to grow and in which business and Australians can prosper.*

*One thing that has happened over the course of this election process that I found totally ridiculous and disappointing was the "Report" done by Mark Latham on Sixty Minutes last weekend. I am not sure who told him that he is a reporter, nor who told him that he can act, but that was one of the most pathetic pieces of television I have even had the misfortune to watch. I wanted to turn it off, but out of pity, I kept watching right up until the moment when a former candidate for the Prime ministership of this nation suggested that people would be better off to use their democratic privilege to vote; to cast a "Nothing Vote".*

*Simply put that is just un-Australian and the wrong message for anyone to be saying, let alone a person who, for a decade served in the Parliament, and as I have said, was a contender to hold the most important public office in this nation.*

*It is disrespectful to Australia, disrespectful to the people of Australia and shows a total disrespect for the political process in which he has managed to make a career from and no doubt continues to enjoy a parliamentary pension from.*

*If nothing else, he should give back the pension money, say sorry and go back into the place in which he has crawled from.*

*By the way, these are my personal views and not the views of AFTA. Aside from those thoughts, I wish you well in your voting on Saturday and I am sure that everyone in the travel industry that can vote, will vote. Good luck to both sides.*



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PLEASE NOTE: Applications will not be accepted via recruitment agencies before the closing date.

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## Free business fare

TRAVEL The World is offering free business class flights with V Australia when booked as part of a 52 night fly/cruise package.

HAL's Grand Voyage cruise from Seattle to Sydney is priced from \$30,999ppts, departing 23 Sep onboard *ms Amsterdam*.

## US last minute deal

VENTURE Holidays has last minute deals to Los Angeles and New York, including Qantas flights ex Melbourne and four nights accom, priced from \$1,749ppts or \$2,039ppts, respectively.

The offer is available for travel until 31 Mar, for sale until 20 Aug.

**"I ONLY WISH I'D DONE THIS YEARS AGO"**  
HELEN McIVER

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## Hilton closes California call centre

HILTON Worldwide has confirmed the closure of its call centre in Hemet, California, with the loss of about 300 jobs.

Staff will be offered positions at call centres in Florida and Texas, with the company saying that it's "committed to maximising operating efficiencies while maintaining service levels".

A number of employees recently travelled to the Philippines to train call centre workers there.

## 4th airline alliance?

EL AL Israel Airlines is teaming up with Russia's UTAir, Ukraine's AeroSvit and Armenia's Armavia to form a new global airline alliance.

According to reports, the airlines have signed a 'letter of intent' to form the alliance, and plan to sign a final agreement within 90 days.

Dubbed 'Western-Eastern', or 'WE' for short, the group aims to incorporate about 20 small and medium sized global airlines, and aims to compete with oneworld, Star Alliance or SkyTeam.

## Kiss Flights collapse

THE owner of London-based travel firm Kiss Flights, Flight Options, yesterday announced it was ceasing to trade its group of companies, effective immediately.

Kiss specialised in budget flights to Greece, Turkey and Egypt.

## MX returns 8 planes

THE group controlling troubled oneworld member Mexicana has agreed to return at least eight leased aircraft to their owners, including three to Wells Fargo.

Compania Mexicana de Aviacion had its preliminary injunction postponed in a US court yesterday, with Bankruptcy Judge Martin Glenn saying the airline must resolve a dispute with a lender before it will decide on barring legal action by creditors.

"Mexicana continues to operate under very difficult circumstances" and hasn't provided "cash flow projections, debtor-in-possession financing or any evidence demonstrating how it expects to be able to pay for post-petition services," Glenn said.

MEANWHILE, Mexicana has this week begun scaling back its domestic operations, including services with MexicanaClick.

## Best ladies floor

BEST Western Portal Hotel in Brisbane has introduced what it believes is an Australian industry first, a ladies only floor, to appeal to women travelling alone.

The special women's level can only be accessed by secure lift keycards by female guests & staff.

## Norfolk historic stay

OMNICHIE Holidays is offering a Norfolk Island package that shows off the newly World Heritage Listed Kingston and Arthur's Vale.

Packages start from \$1515pp quad share including seven nights at Christian's of Bucks Point, car hire, airport meet and greet, island tours, and taxes.

Available for travel 01 Sep to 31 Mar - [omnichieholidays.com](http://omnichieholidays.com).

## '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



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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](mailto:tahiticomp@traveldaily.com.au)

Note: Only one entry per agent/consultant.

Click here for competition terms & conditions



## Swine flu still in NZ

THE World Health Organisation is advising that transmission of Influenza H1N1 (swine flu) in recent weeks "remains intense" in parts of New Zealand.

## DL ramps up in DCA

DELTA Air Lines is upping its operations at Washington Reagan National Airport (DCA) from 16 to 22 cities, with new or increased services announced to Hartford, Columbus, Jacksonville, Miami, Tampa, Orlando and St Louis, effective 31 Oct.

DL is also increasing frequencies to Boston and Indianapolis, but will cull its Huntsville service.

## Poppins high tea

SOFITEL Melbourne on Collins is offering a series of Mary Poppins themed high teas from 28 Aug, in its Sofi lobby lounge.

Priced from \$65/adult and \$30/child the buffet selection high tea is accompanied by coffee, hot chocolate and a glass of sparkling wine, available for two sittings at 12 noon and 2pm on 28 Aug, 11 Sep, 16 Oct and 27 Nov.

## Pearl refurb deal

P&O CRUISES has officially signed a multi-million dollar deal with Singapore's Sembawang Shipyard for the refurbishment of *Pacific Pearl*, beginning 13 Nov.

## CAREER DEVELOPMENT OPPORTUNITIES



Cox & Kings is the world's longest established travel company, organising quality travel arrangements to many of the world's most fascinating destinations for over 250 years. Cox & Kings Australia is the parent company to four of Australia's premium specialist travel brands including Tempo Holidays, Bentours, Cox & Kings and ezeego1 online travel.

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Applications close Friday 20th August 2010.







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**ADELAIDE & PERTH – (03) 9670 2577 – [recruitsa@aaappointments.com.au](mailto:recruitsa@aaappointments.com.au) & [recruitwa@aaappointments.com.au](mailto:recruitwa@aaappointments.com.au)**

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Are you an experienced retail travel manager in the Geelong area? Have you been waiting for a new opportunity to present itself closer to home? This brand new role is available NOW. Our client is looking for a motivated, mature and knowledgeable travel consultant with previous management experience to take the lead in this lovely boutique agency. Mon to Fri hours with every 3<sup>rd</sup> Sat (9am to 12pm) required.

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**CORPORATE TRAVEL CONSULTANT**

**TASMANIA (HOBART) – SALARY PACKAGE TO \$65K (OTE)**

Pure success is what's in store when you join this outstanding global travel management company. If you are an international corporate consultant, here is your chance to join this amazing team in Hobart. Working on a number of corporate accounts, this role offers variety along with a sensational salary package and incentives galore! There has never been a better time to change jobs & get a pay rise.

### **YOUR CHANCE TO WORK FOR THE AIRLINES!**

**AIRLINE TEMPS URGENTLY REQUIRED**

**BRISBANE CBD – TOP HOURLY RATE**

Looking for flexibility in your weekly schedule? Our client is offering you an exciting role in airline reservations. A top hourly rate will be on offer and you will receive training and support. Enjoy a large and fun team in this ultra modern CBD office! You must have exceptional customer service skills, strong Amadeus CRS and be flexible to work between the hours 0700 and 2100 Monday to Sunday. Don't miss out; airline roles are rare so call us now!

### **GETTING DOWN TO BUSINESS**

**DUAL CORPORATE AND LEISURE ROLES**

**BRISBANE CBD - \$60K OTE**

Love consulting but want some diversity in your day? Looking to break into corporate travel but finding opportunities are scarce? This funky city based agency offers Monday to Friday hours, great perks and famils, unbelievable support, training and career progression. You will be working within a busy team supporting the business traveller and corporate leisure clientele. Don't waste any more time! Jump into a role that will put a smile on your dial!

## ONE PRICE ALL INCLUSIVE PACKAGE



Return flight and transfers



Twin Share Superior accommodation with option to upgrade



All-day Dining on sumptuous buffet and gourmet cuisine



Open bar & snacking served during the day and night



Sports & Leisure activities with expert tuition



Supervised activities and childcare for the little ones at selected resorts



## Club Med, Kani - Maldives New 5 Trident space now open!



The Best All-Inclusive premium offer to Club Med

# SAVE UP TO 30% per person\*

### 7 Night All Inclusive Air Packages start from^

	Adult (12+)	Child (4-11)	Savings per adult	Savings per child
✓ Sydney, Melbourne, Brisbane, Adelaide	\$3539	\$2655	<b>\$735</b>	<b>\$522</b>
✓ Perth	\$3620	\$2710	<b>\$735</b>	<b>\$522</b>

^ For sale from 1 August until 30 September. For travel from 1 August until 30 April 2011. Prices based on Superior Twin Share Accommodation. Flight with SQ Q Class. Based on departure date: 1 March 2011.

For more information, log on to [www.clubmedta.com.au](http://www.clubmedta.com.au)

Call (02) 8584 6301 (Sydney Trade)  
or 1800 801 823 (all other areas)

\*Offer valid for Australian residents. Offer valid for all ages. Min 7 night consecutive stay at Club Med is required. Offer valid for sale from 1 August until 30 September 2010 and for travel from 1 August until 30 April 2011. For the following high season: 18 September-10 October 2010, 1 January-21 January 2011, 9 April-26 April 2011, only 20% discount. For travel from 1 August to 31 October 2010, only 25% discount. For the following high season: 2 October-11 October 2010 and 18 December-31 December 2010, 29 January-5 February 2011, no discount. Further black out dates may apply. Offer valid for new bookings only. Offer valid for all room types. Interconnecting rooms are at no extra costs for a family of 4 or more and subject to availability. Offer subject to availability and may change without notice. Open bar and snacking service within bar opening hours, excludes some premium alcoholic brands. Baby Welcome Package at selected resorts and subject to availability. Compulsory Club Med membership fee is included in price and valid for 1 year at time of booking. Not valid for Group travel. Not valid in conjunction with any other offer. Available at selected resorts and at extra cost: Room upgrade to Beach Villa or Lagoon Suite, Spa Treatments. For full terms and conditions, please contact Club Med.



"I love my job because it gives me a challenge to do the best that I can. Also it allows me to work with a lot of good people."



## Inspiring People. Inspiring Journeys.

### Account Manager – Queensland Account Manager – New South Wales

Brisbane and Sydney Locations

We are looking for two Account Managers that will make a difference with our customers, as we believe that working in partnership with our customers delivers the best results.

This is an opportunity to join the Air New Zealand Australian Sales Team on a permanent basis as a Queensland or New South Wales based Account Manager. You will be responsible for maximising Air New Zealand's return from its key business relationships within the agency community. This will be achieved by promoting Air New Zealand's positive profile through solid relationship management whilst also educating key agency partners on Air New Zealand's product and developing new business opportunities.

In order to be successful in this role, you will have significant business-to-business sales experience combined with a proven knowledge of the Queensland or New South Wales travel industry market.

A demonstrated history of achieving results will see you succeed in this role, as will your personality and communication skills to gain credibility with stakeholders and influence decision makers. In addition, we are looking for someone who can 'think outside the square' and who brings fresh, new ideas to the table to suit an ever changing market.

The role will suit a self-starter who is comfortable being managed remotely and can therefore plan workloads, prioritise and meet deadlines.

In return we offer an innovative, nimble environment where new ideas are encouraged in a performance driven culture.

If you've got proven account management skills and the enthusiasm to be part of the team, we want to talk to you. We expect a lot from our people and our people expect a lot from us. After all it's our people who make us what we are.

Visit us online at [www.airnewzealand.co.nz/careers](http://www.airnewzealand.co.nz/careers) and start your journey today. Alternatively, call Mereula Nacewa on +64 9 336 2031.

For Account Manager Queensland, apply against reference 100370.

For Account Manager New South Wales, apply against reference 100365.

Applications close: Monday, 23 August 2010.

