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Travel Daily AU

First with the news

Thu 19 Aug 10 Page 1

EDITORS: Bruce Piper and Guy Dundas
E-mail: info@traveldaily.com.au Ph: 1300 799 220

WHO WILL GET THE TMS VOTE?

TMS Temp of the Month for **AUGUST**

The winner will be featured in Travel Daily end August 2010

BALLOT BOX

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Travelport appoints

TRAVELPORT today announced the appointment of Ailsa Brown as director, Airline Services for Australia and New Zealand.

Brown will be based in Sydney, moving from her previous role as Travelport's Director of Sales for Australia, reporting to md Pacific Shelley Beasley.

Travelport has also named Singapore-based Chan Tze Yan to the position of Director, Airline Services for South East Asia.

For more of the latest travel industry appointments see page 5.

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Airlines on notice re fees

THE introduction of a US\$50 administration fee by Air India for ADMs issued for "excessive duplicate booking activity" (*TD* yesterday) has agents up in arms.

A number of *TD* readers have referred to the impost as "outrageous" because it is clearly much more than the carrier's actual costs of recovery.

A series of class actions against a number of Australian banks due to excessive charging were launched earlier this year, in attempts to claw back hundreds of millions of dollars in fees.

Agents say a similar principle should apply to airline charges, with the bank imposts outlawed by the government last month meaning banks can only claim for

their actual costs when charging so-called "exception fees".

That's a clear contrast to ADM "administration fees" charged by some carriers, and agents are planning to raise the issue with AFTA, with a view to making the ACCC aware of the problem.

If you have been affected by administration fees on Agency Debit Memos let us know on info@traveldaily.com.au.

Bali extension

THE International Air Services Commission has granted a 48-hour extension for Qantas, Pacific Blue and Strategic Airlines to make submissions about their requests for additional Bali capacity (*TD* 27 Jul), with carriers needing to have their statements in by cob today.

QFF drops Thrifty and Hertz

QANTAS has announced that from 19 Nov this year, Thrifty and Hertz will no longer be partners in the Qantas Frequent Flyer program.

From that date Avis and Budget will become the exclusive car rental partners of the scheme, with the carrier saying the move would allow it to work more closely with Avis and Budget to bring customers more special offers "and to make sure that Qantas Frequent Flyers enjoy the best possible car hire experience".

Points will only be earned on car rentals with Hertz and Thrifty that are completed by 18 Nov - including bookings already made.

Today's Travel Daily

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

- TMS Asia Pacific
- AA Appointments
- Air New Zealand jobs

No plans to increase passenger tax

THE government has scoffed at suggestions that it has any policy to increase the Passenger Movement Charge, contradicting a number of incorrect reports which were published yesterday.

Agriculture minister Tony Burke issued a statement saying that the government "does not have a policy to increase the Passenger Movement Charge, and has no plans to introduce such a policy".

He said that some media outlets were taken in by a "baseless scare campaign...which will do nothing other than damage confidence in the tourism industry and the small businesses that are the backbone of the sector".

The erroneous reports were based on claims by the Coalition parties that changes to Australia's quarantine arrangements could be funded by a higher PMC.

The Australian Tourism Export Council welcomed the statement from the government, saying the tourism industry was still struggling to emerge from the effects of the Global Financial Crisis, and could "ill-afford to pay additional charges".

MD Matt Hingerty said the industry would continue to oppose any increases in the PMC, regardless of who wins the election.

Business Service Centre Consultant.

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HAL World Cruises

HOLLAND America Line has announced details of two Grand Voyages by its *ms Amsterdam*, which both include calls in Australia in 2011 and 2012.

The Grand Asia & Australia Voyage departs Seattle on 26 Sep 2011 visiting Beijing, Shanghai, Hong Kong, Tokyo and Singapore before voyaging down under to call at Fremantle and Sydney.

In 2012 *Amsterdam* will undertake a 112-night Grand World Voyage including Sydney and the Barrier Reef - more cruise news at www.cruiseweekly.com.au.



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\$20m Delaware makeover

THE new owner of a number of the former Voyages Resorts portfolio has announced a \$20m investment to carry out refurbishments at the properties.

Delaware North Australia Parks & Resorts says it's been reviewing each property since their acquisitions in Nov 09 and Mar this year, "determining a strategy of upgrades and improvements that need to take place".

The company said the works will take place over the next three years at Lizard, Heron and Wilson Islands, El Questro Homestead and Wilderness Park and Kings Canyon Resort.

Works are already under way on a soft refurbishment of Lizard and Heron Islands, which is expected to be finished before Christmas.

New furnishings, artwork and landscaping will be installed at Lizard Island, while Heron will receive a "substantial upgrade" of all 109 guest rooms.

"Our focus is on creating special

experiences for our guests and refining the essential elements of world-class nature-based tourism operations," said md Wayne Kirkpatrick.

"The refurbishments are designed to refresh these iconic properties, reflecting their natural surroundings," he said.

The company didn't provide further details of upgrades to take place at Wilson Island, El Questro and Kings Canyon.

Delaware North says the new Australian portfolio complements its properties in North America, where it operates in iconic locations such as Sequoia, Yosemite and Yellowstone National Parks as well as Niagara Falls State Park.

New VA LAX timing

THE Virgin Blue Group has now altered the flight schedule for V Australia flights between Sydney and Los Angeles, from the current 4:45pm departure to 12:15pm, coming into effect from 19 Oct.

VA001 will now arrive into LA at 8am, which allows for a greater number of onward connections across North America.

The return VA002 flights will leave Los Angeles at 9:20pm, arriving into Sydney at 6:05am.

From 07 Nov the service will revert to a 1:15pm departure ex Sydney, and an 8:10pm departure from LA.

VA's SYD-LAX service will also become daily from 20 Dec.

The change is part of a network review which Virgin announced earlier this week (*TD* Mon).

BA to Chambéry

BRITISH Airways is targeting the winter ski market with the launch of BA CityFlyer services between London City Airport and Chambéry in the heart of the French Alps.

The four times per week E190 services will debut 18 Dec.



Window Seat

KEEN Aussie travellers will be rushing to register for a new Australian version of iconic US reality show *The Amazing Race*.

The US version has just completed its 16th season, and its host, Phil Keoghan, is now a big star, with his fame cemented earlier this year with a new role as the tourism ambassador for NZ's Canterbury region - as well as a *Travel Daily* celebrity interview (*TD* 29 Apr).

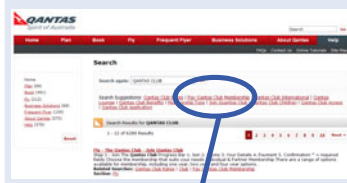
Channel 7 is soliciting entries for the Australian show, with applications from teams of 2 closing on Mon 06 Sep and requiring a written submission as well as a 3 minute video clip - au.tv.yahoo.com/the-amazing-race

PASSENGERS on a sleeper train from Spain to Italy this week ended up a bit off course, after signallers sent them to Switzerland by accident.

Hundreds of holidaymakers bound for Milan awoke about 500km away in Zurich instead, due to a mixup in the carriages sent to different destinations when the train was split in Lyon.

THERE'S definitely no 'U' in Qantas - but the carrier itself appears to be having a bit of an identity crisis.

A sharp-eyed *TD* reader has pointed out that the search results page on the QF website (below) is currently the victim of an embarrassing typo, with a menu selection inviting site users to 'Join Qantas Club'.



[Pay Qantas Club Membership ship Type](#) | [Join Qantas Club](#) |

Lounge guests OK

QANTAS has advised that passengers travelling in business class can now bring a guest into its lounges, including domestic business lounges, Qantas Clubs and international business lounges.



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Airline of the Year 2009
TTG Travel Awards 2009

QATAR AIRWAYS القطرية

North Lake Tahoe down under



ABOVE: Jeremy Jacobsen, Leisure Sales Manager of the North Lake Tahoe Resort Association, is in Australia this week catching up with ski wholesalers to promote North Lake Tahoe as a fantastic ski destination.

Located in northern California and Nevada, about 45 min from Reno, the North Lake Tahoe region offers twice the amount of snow as Colorado, along with more diverse terrain, Jacobsen said.

There are seven resorts to choose from, and the Ski Tahoe North Interchangeable lift ticket allows access to all seven mountains.

"The scenery is unequalled, and with a variety of accommodation, lakeside resorts and casinos, North Lake Tahoe offers value for money and has something for everyone," Jacobsen told *TD*.

He's pictured above with Alison Scott from Gate 7, which represents California Tourism here.

Airlines PNG grows

AIRLINES PNG has announced the addition of an ATR72-500 aircraft, which will be exclusively dedicated to charter operations between Cairns and Lihir Island in Papua New Guinea's New Ireland Province, on behalf of mining company Lihir Gold.

The aircraft, wet leased from Malaysian carrier Berjaya Air, has capacity for up to 74 passengers, but will be configured with 44 seats and two tonnes of freight.

By the end of the month Airlines PNG will have increased its fleet size by 40% over a 12 month period, also adding two Twin Otter aircraft and three Dash-8 aircraft.

"With the level of market opportunities currently presenting themselves in PNG, capacity remains a significant challenge for the airline and will continue to be as such well into 2011 and beyond," said a spokesman for the carrier.

Movie World growth

THE Gold Coast's Movie World theme park is looking to add a motorsports-themed extension, to include five new restaurants, a games arcade, as well as go-kart and dragster-themed rides.

Currently in the planning stage, the self-contained precinct will be located between the existing park and the M1 Highway.

Gold Coast City Council is seeking additional details on the proposed development.

Earlier this month a Gold Coast businessman said he was planning a \$25m 'Jurassic World' within the next year (*TD* 03 Aug).

Marriott Parramatta

THE receivers and liquidators of the collapsed Bridgecorp group are believed to have accepted a \$24m offer for the Courtyard by Marriott Hotel in Parramatta NSW.

The 181-room property is believed to have been purchased by an Asian buyer who has not previously invested in Australia, according to *The Australian*.

The Parramatta property is the final hotel to be sold from the Bridgecorp portfolio which also included the Courtyard By Marriott hotels in North Ryde and Surfers Paradise.

Premium security

QANTAS has confirmed the guidelines for the use of new Premium Security Lanes which have been established at Sydney T3, Perth, Melbourne and Brisbane domestic terminals.

Platinum or Gold frequent flyers, or anyone travelling in domestic Business Class, can use the lanes which are available during peak travel periods.

AA Express Seats

AMERICAN Airlines has begun charging passengers a fee to be assigned a seat in the first few rows of its Economy Class cabin, including bulkhead rows.

The new 'Express Seats' option also allows pax to be one of the first to board and deplane an aircraft, "providing them the convenience of being among the first Coach customers on and off the plane."

Guests are charged from US\$19 to US\$39 for the Express Seats, depending on distance, which can only be purchased via AA's self-service check-in machines from 24 hours to 50 mins prior to the flight departure.

Getaway tonight

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

- Mykonos and Los, Greece Is.
- Bright, Victoria
- Puy de Fou, France
- Things to do in Hobart, South Australia & Western Australia

RCI extended stays

ROYAL Caribbean International has begun testing a new extended stay program for *Oasis of the Seas* guests disembarking vessels in Fort Lauderdale who don't have a flight until later in the day.

The US\$35 option gives pax the chance to spend time in nearby Hollywood, Florida, where they can go shopping, sightseeing or work on their tan, before transferring to Fort Lauderdale Airport at 2pm.

There's also a package for pax flying out of Miami Int'l Airport priced at US\$40pp.

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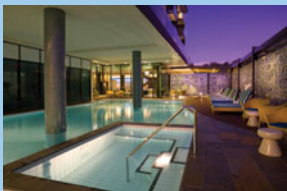
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This week, **Travel Daily** is giving one lucky reader the chance to win a More Indulgence @ Medina package, courtesy of **Medina Apartment Hotels**.

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.

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Email your answers to:
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The most creative answer wins!

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SYD security breach

A SECURITY breach at Qantas' domestic terminal at Sydney Airport yesterday afternoon led to a number of flights being delayed when the facility was evacuated.

The breach occurred when pax on a flight from Wagga Wagga missed being screened prior to entering the sterile area of T3.

Barangaroo hotel shadow of doubt

THE Sydney Lord Mayor has called for a proposed hotel to be constructed on a new pier in East Darling Harbour (*TD* 17 Jun) to be pushed back to the shoreline to avoid 'overshadowing' on other nearby hotels and businesses.

Councillor Clover Moore says the revised plan for the Barangaroo site was "unacceptable" as the 'landmark hotel' and other towers would block direct sunlight to some surrounding towers, and cafes in the city.

Last week, developer Lend Lease submitted a proposal to the NSW Government's Department of Planning to increase the height of the multi-storey hotel tower from 159 metres to 170.

Objections to the project can be made up until 10 Sep, which Moore says is too brief a time.

Central Am. advice

THE Dept of Foreign Affairs & Trade is advising Guatemala, El Salvador, Nicaragua and Honduras bound travellers to be aware they could be fined or even expelled from the region, should they stay longer than 90 days.

Under the Central America Border Control Agreement, tourists can travel between the countries without completing exit and entry formalities, however should they overstay the permitted time they may be refused entry to other nearby countries.

QHols cruise flyer

QANTAS Holidays has released a 12-page Cruising flyer featuring sailings with Royal Caribbean Int'l, Celebrity Cruises, Azamara Club Cruises, Princess Cruises and Cunard for next year.

Hard Rock Mid East

HARD Rock Cafe says it will launch themed Hard Rock hotels in Dubai and Abu Dhabi in 2013.

The hotels follow the relaunch this Oct of the new Hard Rock Cafe Dubai which will feature the world's largest guitar, standing at 118-feet tall.

Showbiz into AKL

EVENT travel specialist Showbiz International is continuing its expansion with the opening of a new office in Auckland.

Head of the AKL operation will Andree Sabourin, who previously headed up Keith Prowse in NZ.

Flighties at Club Cherating



ABOVE: This lucky group of Flight Centre staff were recently hosted by Club Med for a visit to the Club Med Cherating Beach Resort in Malaysia.

One of the highlights of the trip was the chance for the agents to release baby turtles back into the South China Sea.

Pictured at the resort, top row *from left*, are: Prue Marling, Escape Travel marketing; Fabian Cannavo, Flight Centre Mosman; Andi Halliwell, Club Med Reservations; Shane Hickey, Flight

Centre St Kilda Acland Court; Alyson Andrews, Flight Centre Mt Eliza; Laura Jacks, Club Med Vic/Tas; and Bianca Grof, Flight Centre, North Brighton.

Front row: Enzina Scarcella, Flight Centre marketing; Sandra Jackson, Flight Centre Chermide Town Square; and Anne Chew, Malaysia Airlines Perth.

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Look - it's the A(TEC) Team!



ABOVE: The Australian Tourism Export Council took part in the Inbound Tour Operators Council of NZ (ITOC) conference in Marlborough this week.

The welcome function on Tuesday night had an 'Aviation and Military' theme, and pictured getting into the spirit of things are, from left: Gary "Murdoch" O'Riordan, ATEC; John "Hannibal" King, ATEC; Paul "B.A." Yeo, ITOC; Chris "Faceman" Flynn, PATA; and Kelly "Triple A" Harrison, ATEC.

UA/CO merger

UNITED and Continental Airlines have said that shareholders will be able to vote on the proposed 'United' merger on 17 Sep, with the hope that the deal can be settled by the end of the year.

Starwood eMenus

STARWOOD Hotels and Resorts in Asia Pacific have launched a new eMenu internet tool that allows meeting and event planners direct access to banquet and catering menus 24/7 - more info www.starwoodmenus.com.

AirAsia results

AIRASIA Berhad has released its second quarter results ending 30 Jun, showing a 59% rise in ancillary income per person year on year and a RM199 million (A\$71m) net profit.

Sizzling Sunlover

SUNLOVER Holidays is offering nine Gold Coast packages with hotels priced from \$79 per night based on a four night stay.

The deal is the next installment of the 'There's nothing like Australia' campaign partnering with Tourism Australia, and is on sale until 29 Aug.

Travel dates vary based on the hotels, bookings online at - agents.sunloverholidays.com.au.

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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.

Stella Wholesale Australia has appointed **Jason Bell-Davey** as its Product and Marketing Manager - South Pacific, effective 30 Aug. He will be responsible for the program development and marketing of all South Pacific islands offered by Wholesale Australia. Bell-Davey previously worked at Qantas Holidays.

Hotels.com has appointed **Katherine Birch** as Marketing Manager, Australia and New Zealand. Birch's new role will include driving and executing the company's marketing strategies and driving customer acquisition and retention strategies.

Australian Pacific Travel and Tourism has appointed **Phil Benson** as a Travel Lecturer. Benson has worked for AFTA Travel and Tourism College NSW before spending four years in Ireland. He has previously held roles with Infinity Holidays and Flight Centre.

Swissotel Hotels and Resorts has appointed **Susie Lim-Kannan** as Director Media Relations, Asia Pacific, where she will oversee the 11 Swissotel properties in the region.

The Shangri-La Hotel Sydney has appointed **Catherine Lazarou** as Manager of the new CHI, spa and health club at the hotel.

SkyWest Airlines has announced **Stacey Pitman** has taken up the position of Industry Sales Manager. She has moved across from her role as State Sales Manager with Explore Holidays.

Destination Marketing Services has promoted **Marissa Fernandez** as its General Manager. Fernandez has worked with DMS for six years as Director of Sales.

New Zealand's Terrace Downs Resort has named **Dilan De Silva** as its newly appointed General Manager. De Silva has held previous GM roles in Vietnam, Qatar, Thailand, Myanmar and Sri Lanka.

Mandarin Oriental Hotel Group has promoted **Emily Snyder** to Vice President of Sales and Marketing for the Americas, effective 07 Sep. Snyder has stepped up from her role as Director of Sales and Marketing at the Mandarin Oriental, New York.

Starwood Hotels and Resorts has appointed **Janine Watton** as Director of Sales and Marketing at **Four Points by Sheraton Bangkok, Sukhumbit 15**. The hotel is scheduled to open in Oct and will be Thailand's first Four Points by Sheraton property.

DL blanket authority

DELTA Air Lines and its Delta Connection partners has this week applied to the US government requesting an indefinite "blanket exemption authority" on their codeshare services.

The move aims to allow Delta's approved foreign codeshare partners (such as V Australia) to display their codes on Delta Connection services, limited to a maximum 76-seat aircraft, without needing to gain authorisation.

Ibis Perth makeover

IBIS Perth has unveiled a \$4m refurbishment which included a full makeover of all rooms, and bathrooms, and a restyled restaurant and bar.

The property now also been upgraded to a 3 star rating.

Freestyle specials

FREESTYLE Holidays is offering packages from Perth to Penang priced from \$875pp, including Malaysian Airlines flights, five nights accom and transfers.

On sale until 20 Sep and for travel 11 Oct to 08 Dec, east coast packages also available from \$1045pp.

Jetstar finger tour

JETSTAR is offering one lucky guest to follow Powderfinger on the bands last 34 live performances for two months.

The package includes flights on JQ, 34 live performances, four exclusive interviews with the band, and interviews with The Vines and other support acts.

For more info visit - jetstar.com/powderfinger.

Warsaw interruptions

STAR Alliance has announced its carriers will reschedule or cancel flights to Warsaw Airport on certain days in Sep due to a major runway upgrade.

Free Safari for kids

BENCH International is offering a three night package at Honeyguilde Khoka Moya luxury tented camp in the Manyeleti Game Reserve, priced from \$1295 per adult, which permits two children to stay for free.

The deal is valid until 30 Sep and includes accom, all meals, local beverages, game viewing activities, laundry and airport transfers.

Rezidor East Mids

THE Rezidor Hotel Group has announced it will build a 216-room Radisson Blu Hotel at East Midlands Airport in the UK.

The new build project is Rezidor's fifth UK airport hotel and is expected to be opened in the first quarter of 2012.

Thailand warning

THE Dept of Foreign Affairs and Trade has updated information on the state of emergency in Thailand, due to unverified reports of possible bomb attacks in Bangkok, on 06 Aug.

The overall travel advice for the country remains at 'High Degree of caution' with four regions including Yala, Pattani, Narathiwat and Songkhla at the highest level 'Do not travel'.

ASP airport shrinks

ALICE Springs Airport plans to offload about 349-hectares of Commonwealth land and convert it to 2,600 residential lots, for a new suburb to be called Kilgariff.

30% off StarClass

JETSTAR is offering up to 30% off all of its StarClass destinations on select days and flights times.

The sale is valid until 22 Aug with one way fares from Melbourne to Bangkok priced from \$529 and Sydney to Honolulu from \$679, for travel from 01 Sep to 22 Jun - blackout dates apply.

FR to Cyprus

IRISH low-cost carrier Ryanair has announced the addition of Larnaca in Cyprus to its network, with the move hailed in Nicosia as a "very important development" for the island's tourism.

Spencer is a girls best friend



ABOVE: Spencer Travel celebrated employee Lisa Allan's 10 years of service last night, presenting her with a bit of 'bling' - a one carat diamond ring! A celebration dinner at LaScala

on Jersey inducted Lisa into the Spencer 10 year Diamond club, making her the inaugural member. Pictured above at the restaurant with the ring is Penny Spencer (left) and Lisa.

'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



Market Coordinator – Sydney



ZUJI, the 'Best Online Travel Agent' in Asia Pacific is dedicated to bringing market leading value and choices to travellers within the region by offering inspiring holiday rates online.

We are currently seeking a highly customer focused Market Coordinator with systems knowledge and analytical skills to join our dynamic Market Management team based in North Sydney. In this role you will provide support to the team in order to assist in the maximisation of revenue to Travelocity's Hotel Program.

Reporting to the Regional Manager, your key responsibilities will be to:

- Support the Market Manager/s in the region by training partners on the extranet, building promotions and assisting with problem resolution for Travelocity's hotel partners.
- Liaise with Hotel Operations and manage the contracting process from contract receipt, coordinating training, and making properties live on the websites.
- Liaise with suppliers to obtain any additional information to ensure database integrity and to assist in building leading supplier relationships at all levels.
- Assist the Market Management team and monitor rate and inventory reports to gain an in-depth understanding of partner performance and identify any issues that need to be resolved.

This role requires a minimum 2 years of operations and/or sales coordinator experience in the hotel, wholesale or travel distribution industry. The ideal candidate will be a fast learner with the ability to be flexible and work independently, proactively and efficiently in a fast paced and changing environment. A Strong attention to detail is also required along with excellent interpersonal and communication skills.

Now is your opportunity to join a global organisation that offers a challenging and rewarding work environment and where you will be supported to be the best that you can be. If your background meets the criteria outlined above, please send your cover letter and resume to scott@sabrepacific.com.au or call 02 8204 2624 for a confidential discussion. Applications close Friday 27th August 2010.

Beyond package

BEYOND Travel is offering a discounted price on its 'Spotlight on Budapest' package, which includes a free fourth night.

The deal is available for travel until 28 Dec and includes accom, breakfast, sightseeing, a 72 hours Budapest card, and transfers.

For details call 1300 363 554.

New W New York

STARWOOD'S W Hotels Worldwide has unveiled its latest property for New York, named Downtown and The Residences at W New York, located in the cities Financial District.

The 58 floor hotel is the first new property in the 'Big Apple' the W Hotel brand in eight years.

Seeking Career Satisfaction?

Find the Right Job with TMS



Hot Jobs (Australia) - August 2010

JOB OF THE WEEK!

STATE SALES MANAGER - SYDNEY

- Leading a NSW Sales Team
- Six Figure Package

This well known travel company and respected provider to the travel industry is urgently needing a strong team leader to motive, drive and strategically manage a team of 'on the road' business developers and account managers.

You will be rewarded with an attractive salary package along with state of the art working environment. You will have a proven track record in recently driving a large sales team from within the travel, tourism or hospitality industry. This role requires a dynamic, confident individual with clear management skills.

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

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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 T: **02 9231 6444**
E: **michelle.williams@tmsap.com** or **apply online now!**

Cruise Consultant - Sydney

- *CBD location*
- *Sell what you love!*

Are you crazy about cruising? Do you offer the kind of customer service that has clients coming back time and time again. If so you may have just found your dream job! Our client, a boutique cruise company is looking for an experienced consultant to join their expanding team. This is an all round role where you will not only be selling worldwide cruises but offer the complete package including flights, accommodation & day tours. If this sounds like your next move apply today as this opportunity will not last long.

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

Branch Manager - Melbourne

- *Rare Opportunity*
- *Watch your career take off*

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: **03 96021809**
E: **stacy@tmsap.com** or **apply online now!**

Relationship and Business Development Coordinator - Sydney

- *Great Career Progression*

You will have proven industry experience, with a flair for sales and relationship management, and the ability to manage accounts over the phone and in person. You will need to be outgoing, results driven and proactive, with plenty of initiative and an ability to effectively deliver strong business development and marketing strategies, under the direction of the Sales Director. You will pride yourself on your organisational flair and your hands-on, highly internal customer focused approach. Having experience in a similar role, you will demonstrate a willingness to learn and the ability to work unsupervised.

Contact Stacy Balderston T: **03 96021809**
E: **stacy@tmsap.com** or **apply online now!**

High End Leisure Consultant – Upper North Shore, Eastern Suburbs & Northern Beaches

We have a number of positions available for Retail Consultants looking to work in the Sydney metropolitan area. With previous experience selling high end leisure products & solid consulting experience see where these roles will take you! Must be proficient in using a CRS system

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

Retail Travel Consultant - Temp Role- Full or Part Time – Parramatta

- *Flexible working hours*
- *Must have used Sabre*

This is a great temp position for a travel consultant that has strong Sabre and consulting skills. You must have booked all aspects of travel using Sabre including ticketing. This is a friendly travel office where you will have no face to face consulting, only email and over the phone bookings for flights, hotels and car hire. Much of the role will be assisting the public with their booking.

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

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NEW POSITIONS AVAILABLE NOW FOR TALENTED EXECUTIVES

RAISE THE BAR IN CUSTOMER ENGAGEMENT

STATE MANAGER

SYDNEY – SALARY PACKAGE circa \$100K

If you're a proven leader capable of driving a team to achieve retention & growth targets and engage with an industry client base, this position will allow you to play a critical part in the ongoing success of this high profile organization. Leading by example, you'll enjoy a hands-on role managing a key account and drive the importance of customer engagement with your team. Join a dynamic organization and a top leadership group.

TREAD THE HALLS OF POWER

CORPORATE / GOVT ACCOUNT MANAGER

CANBERRA – SALARY PACKAGE \$80k + benefits

This new role requires a supremely professional Corporate Account Manager who is dynamic, flexible, innovative, and not afraid of making themselves known within a high profile corporate market. You will represent this company as a professional and knowledgeable person with strong analytical skills and proven background in the travel industry. Perfect for a results driven and career focused individual.

IT'S ALL ABOUT INCREASING THE SALES

BUSINESS DEVELOPMENT MANAGERS

SYDNEY / PERTH / BRISBANE – SALARY PACKAGES TO \$75K ++

This tasty selection of sales roles all require experienced BDM's capable of driving sales through tactical initiatives and great relationship skills. 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. These clients all have international product and leading Brands.

INFLUENCE HOW THIS COMPANY GROWS

BUSINESS DEVELOPMENT MANAGER – CORPORATE

SYDNEY – SALARY PACKAGE OTE \$90K + benefits

If you have experience in cold calling, making new friends and building a network, then apply that experience in a Sales role that will see you working with a dynamic company and with a highly motivated team of people. Your energy and success will keep this corporate agency growing and your rewards will increase through commissions & bonuses. Control your own destiny and prove your selling skills.

PERFECT FOR THE ANALYTICAL MIND

BUSINESS / PLANNING ANALYST

SYDNEY – SALARY PACKAGE TO \$70K

Here is a unique role designed for someone with acute numerical skills and an analytical mind. The Planning Analyst plays a critical part in the ongoing development and success of this growing organization. This is a highly analytical role requiring previous experience as a business analyst, pricing modeling, tertiary qualifications in Economics, Accounting or Marketing and advanced Excel & Database skills.

MANAGE A GROWING DEPARTMENT

TICKET CENTRE RECONCILIATION MANAGER

MELBOURNE – SALARY PACKAGE TO \$75k + \$20k Bonus

This large accounts team is expanding and a new role is being created for an Accounts Supervisor to lead the team. You'll be responsible for managing balance sheets, debtor management, reconciling ACM/ADM and allocation of the daily workflow. You need strong knowledge of all ticketing functions including refunds and ideally have exposure to fraud prevention systems & risk management.

PLACE YOUR CAREER ON THE WORLD STAGE

CORPORATE TRAVEL OPERATIONS / TEAM LEADER

HONG KONG BASED – ATTRACTIVE SALARY NEGOTIABLE

How motivated are you about your career development? If you're looking for an opportunity to be noticed on a regional level and working with a global leader, this position is available now. You'll be ready to pack up your skills, experience and ambitions and jump on that plane leading to career advancement. This client really is offering you the world – your chance to work on the world stage.

THE WEIGHT OF A GREAT BRAND BEHIND YOU

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

"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 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.

