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Travel Daily AU

First with the news

Thu 23 Dec 10 Page 1

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

Marketing Manager, Sydney

- Reporting to General Manager
- Salary \$65k to \$75k (neg)
- Online and offline marketing

Contact **Anna** at
TMS annaw@tmsap.com
T: 02 9231 6444



Travel Daily AU
First with the news

ROAD TEST

Walt Disney World Resort, , Orlando

Travel Daily is this week road testing Walt Disney World Resort in Orlando, Florida.

MAGIC KINGDOM at Walt Disney World will be the most familiar Orlando resort for Aussie travellers, with many features similar to the base areas of other Disney theme parks including those in Paris, Hong Kong, Tokyo and of course the first Disney Park in California.

A railroad runs around the perimeter of the park which features various "lands" such as Fantasyland, Tomorrowland and FrontierLand, and iconic rides including Space Mountain and Splash Mountain.

There are Disney characters galore, as well as an enchanted castle, parades and a spectacular fireworks display each evening.

Walt Disney World Orlando also includes **DISNEY'S HOLLYWOOD STUDIOS** - a separate theme park dedicated to the movie business.

Hollywood Studios has some of the most popular Disney attractions including Toy Story Mania, Rock 'n' Roll Roller Coaster and The Twilight Zone Tower of Terror.

There's also an immersive American Idol Experience and lots of other shows and rides including a studio backlot tour and the fantastic Lights, Motors, Action stunt show.

The Fastpass ticket (offered at all Disney parks) helps speed up entry to busy attractions by allocating ride entry at a specific time of the day.

See disneyworld.disney.go.com.

QH/VH email price query

QANTAS Holidays and Viva! Holidays have raised the methods agents can use to request a price match, introducing an email option for international or domestic wholesale bookings.

The wholesaler requires agents to email a 'Price Query' with their current QH/VH booking reference, a competitors booking number and the gross cost difference.

QH/VH say they will also investigate and try to match online only wholesalers and direct websites, requiring agents to provide a same day screen shot or rival booking confirmation, in order to consider a price match.

Airfares on Jetstar, Virgin Blue,

Polynesian Blue and Pacific Blue are excluded, along with government/corporate hotel rates and last minute hotel rate of the day websites.

Emails need to be sent to pricematch@qantasholidays.com.au.

The new email option coincides with the streamlining of current processes for the wholesalers' Price Match Policy.

New enhancements see QH/VH able to instantly price match the gross value of confirmed domestic and international bookings (excl online only wholesalers) priced in Australian Dollars.

New NZ 777 by Xmas

AIR New Zealand has taken delivery of its first Boeing 777-300ER aircraft featuring its new economy class 'Skycouch' seat from the plane manufacturer.

The brand new jet is scheduled to arrive in Auckland tomorrow morning.

Intrepid appoints

INTREPID Connections has appointed Jacquie Burnside as general manager, effective 31 Dec - more appointments on page 3.

C&K eNett funds

COX and Kings Australia is reminding travel agents making bookings through its eNett system to account for booking payment due dates as funds will be delayed by 48 hours for clearing over the holiday period.

The system will return to normal on 04 Jan 2011.

Today's Travel Daily

Travel Daily today has four pages of news and photos, plus full pages from: (click)

- TMS
- AA Appointments

Visit **SABAH**
Malaysian Borneo



Contact :
sabahinfo@bigpond.com
www.sabahtourism.com

Gap lands on Apple

ELECTRONIC gadget juggernaut Apple is now featuring its special short movie on small business travel company, Gap Adventures, across its global websites.

The Gap-Apple iPhone 4 feature was revealed by *Travel Daily* earlier this year (TD 30 Mar), with founder Bruce Poon Tip telling TD overnight from Toronto he is thrilled with the final product.

Poon Tip said the 2-minute video gives businesses a chance to discover the advantages of using the iPhone 4 as part of their every-day activities.

Gap uses the iPhone 4 to keep its 800 staff in 37 countries unified, using apps. such as Tweetie, Beejive and Skype.

To view the video click here.

v australia helpdesk consultant. Brisbane.

Fly a little higher with the company that thrives on fresh creative thinking. Help us continue to reshape and revolutionise the Australian travel industry with our hallmarks of friendly service, fun and flair. Become part of a group of people who embody our unique "can-do" culture. Be a part of the team that gives us our unique competitive edge.

Come join us as a V Australia Helpdesk Consultant. You will contribute to the generation of revenue for the Virgin Blue Group by providing exceptional customer service to the industry.

Your new role will see you provide industry leading customer service to the travel industry selling V Australia in the Australian domestic and overseas markets. You will have the drive to maintain a positive attitude in delivering excellence in customer service in a contact centre environment and understand the impact of commercial decisions.

To ensure your success in this role you will be a competent Amadeus user, work well under pressure and be a team player.

To apply visit our website virginblue.com.au/careers or click here.

Applications close Sunday 2 January 2011.



Product and Pricing Team Leader

- Australia's Leading Car Rental Wholesaler
- North Sydney based location
- Outstanding Career Opportunity

DriveAway Holidays is looking for a dynamic team leader to work with the Product and Pricing teams. This is an outstanding opportunity for the right professional with vision and leadership skills.

The successful candidate will be responsible for the following:

- Assisting the CEO with competitive analysis of both the domestic and International marketplace
- Assisting the CEO with pricing and product negotiating
- Maintaining relationships with key domestic and some international suppliers.
- Delivery of product internally

The following skills are required:

- Excellent knowledge of Microsoft Excel
- Outstanding attention to detail
- Excellent communication and negotiation skills
- Proven ability to work autonomously as well as within the team to achieve optimum results
- Previous experience in Self Drive Products ideal but not necessary
- Experience within the travel industry is ideal

To apply for this exciting role, please email your application to michellec@driveaway.com.au

Applications close 23 December 2010



Wishing you a
Merry Christmas
& a Happy New Year!



First with the news

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Click for Etihad Interactive Tour

DJ intl pax drop 10%

VIRGIN Blue has recorded a 9.9% year-on-year drop in international passenger numbers in Nov, with DJ attributing the result to the withdrawal of Pacific Blue from the domestic New Zealand market.

Revenue passenger kilometres on overseas services leapt 28.2% to 892m and capacity rose 17.2%.

Domestic pax numbers during the period were up 3.6% to 1,375,204, revenue passenger kilometres rose 4.8% to 1,516, and capacity was also up 9.4% on the same time last year.

Financial year to date passenger numbers are also tracking well, up by around 300,000 passengers to 6,894,460.

AA abandons Orbitz deal

THE US-based Consumer Travel Alliance says American Airlines' removal of its flight schedules and fares from Travelport's online travel agent, Orbitz, is a move aimed at grabbing a larger share of consumer direct sales.

This week Orbitz's temporary restraining order against AA to discontinue its relationship lapsed, allowing the carrier to remove its product offering from the online agent's website, and those of its affiliates.

AA has been determined to have its fares taken off the Orbitz site because of a failure to reach a mutually beneficial commercial agreement for some weeks.

The airline vs GDS clash is partially related to AA's Booking Source Premium that came into effect this week (*TD Mon*) for Galileo connected agents outside of the USA ticketing AA flights, due to a "dramatic" booking fee increase by Travelport (*TD 22 Nov*).

American Airlines vp sales Derek DeCross said on Tue: "In today's competitive marketplace, it is important for AA to be free to customise its product offering to improve the customer experience as well as distribute its products in a way that does not result in unnecessary costs."

DeCross said consumers would still be able to access AA tickets, fares and schedules through its reservations agents, travel agents worldwide, and via other online travel agencies, or through its AA Direct Connect service.

But the CTA's head, Charlie Leocha, has billed the decision as a "heavy-handed" way of preventing customers of easily searching and comparing its fares against those of other airlines.

"The only 'direct connect' American really seems to want is a 'direct connect' to consumer's wallets," he said.

Leocha accused the US airline of having no idea why customers fly, which is to get from one point to another conveniently and cost-effectively.

"We don't fly to be manipulated by proprietary airline reservation systems that limit our choices, prevent comparison shopping, and hide the real cost of travel," the CTA boss said.

Orbitz Worldwide, is however, hopeful of establishing a new deal with American Airlines, with the company saying that over the past four quarters it has generated US\$800m in sales for AA.

MEANWHILE, rival travel distribution platform, Sabre Holdings, has voiced its opposition to AA's decision.

"We strongly agree with many industry and consumer groups who believe American's actions will make it much harder and more costly for agents and consumers to easily comparison shop among airlines, which will result in increased prices," Chris Kroeger, senior vp at Sabre, said.

Agent profits rising

TRAVEL agencies have shown signs of profit increases this year compared to in 2009, according to the Travel Compensation Fund chief exec. officer, Glen Wells.

2010 financial details provided by most Australian agents revealed the industry has by in large "enjoyed a stronger year".

"Trading conditions, and most importantly, profitability had improved for TCF participants," Wells said.

The TCF Annual Report is due out early next month.



Window Seat

TRAINS at Christmas can be interesting places.....

England's CrossCountry Trains has released its top ten list of strangest Christmas presents seen on its trains in the lead up to Christmas Day 2010.

The list includes: a pot-bellied pig, a set of football goal posts, a bird table, a rocking horse, snake, squid, a Christmas cracker the size of ten fully grown adults, a pantomime horse and a fully stocked fish tank.

Despite its seeming tolerance for unusual Chrissie presents onboard a CrossCountry train a spokesperson did say that the company would not accept any lions, tigers or bears as pax.

FAT camp for pampered pooches.

A luxury animal hotel in the US, Morris Animal Inn, is capitalising on the growing popularity of health holidays, by offering a 'Fido's Fit and Spaws'.

The health camp for dogs and cats aims to keep domestic pets fit and healthy whilst their owners are away for the holiday season.

Whilst at the retreat rotund family pets are encouraged into shape with regular treadmill sessions, as well as aerobic swimming in the indoor pool, and nature walks.

Pooch pampering sessions include 'Doga' and 'Paw-lates', as well as massages and tasty homemade treats.



Topdeck Sales Manager - NSW

Topdeck is an established youth tour operator with an extensive travel program across Europe, Egypt, The Middle East, Australia and New Zealand.

We have an exciting opportunity for a high achieving sales professional to join our existing Australian sales team. In this role you will develop sales strategies to grow sales revenue, represent at trade and consumer events, manage sales and marketing projects and contribute to our close knit sales and marketing team.

The role will suit an applicant who has a passion for travel and likes to work autonomously, managing his/her own "Territory" and who enjoys working in a fluid and highly competitive sector of the industry.

The successful applicant will possess:

- A successful track record of achieving sales targets in a competitive industry.
- A strong understanding of the travel industry is highly desirable.
- Excellent relationship management skills.
- Well developed communication and negotiation skills.
- Confidence in presentations and training customers in product features and benefits.
- Ability to analyse and evaluate sales opportunities.
- Self leadership and organisational skills.
- The ability to work within a team and to openly share information with other departments for the achievement of Company objectives.
- A passion for pursuing excellence in results.
- A sense of fun and adventure.

We offer a competitive remuneration package, a great company culture and opportunities to develop with Topdeck internationally.

Please send a cover letter and resume to:
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Price includes:

- Return economy airfares with taxes
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* Conditions apply. See website. Minimum of 2 passengers travelling together.

Hurry! Book now.
1300 309 117 **VN Holidays**
www.vnholidays.com.au

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First with the news

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Airline of the Year 2009
TTG Travel Awards 2009

QATAR
AIRWAYS القطرية

Saffire int'l launch

PURE Tasmania's upmarket property, Saffire Freycinet, has been met with "rave reviews" by international markets, according to the Tasmanian specialist.

Saffire was officially launched at functions in London, New York and Los Angeles last month.

Upset gut hot-spots

TRAVELVAX Australia has compiled a report on the top ten countries that travellers are most likely to get diarrhoea, with Egypt running in first place.

According to the study, the most common cause of the stomach illness is un-hygienic restaurants and swimming pools.

Other high risk destinations include: India, Thailand, Morocco, Kenya, Tunisia, Malta, Mexico, Cyprus and the Caribbean region, while Australia is considered a low risk country.

TCF reinstatement

THE Travel Compensation Fund has reinstated the participation of *Sunshine Tours* of Deer Park, VIC (ABN: 18 836 532 158) effective immediately.

787 flights resume?

BOEING plans to resume test flights on its 787 *Dreamliner* in the next few weeks, following the detection of the technical problem that halted pre-delivery flight tests recently (*TD* 10 Nov).

The electrical fault caused a fire on one Boeing's 787s mid-flight, resulting in the *Dreamliner* fleet being grounded indefinitely, adding further delays to the first aircraft handover, which is now three years behind schedule.

Last week, the *Seattle Times* reported that the string of system failures with the 787, along with "major problems" with the jet's Rolls Royce engines, has raised concerns with aviation regulators.

One top FAA official said that without proof of the *Dreamliner's* reliability it won't be certified to operate intercontinental routes.

Further delays with the project are likely to impact on Qantas, which has 50 of the state-of-the-art aircraft on order with Boeing.

Qantas was expecting to receive its first A380 in 2012, but setbacks may see delivery pushed back to 2013, which could see Qantas forced to lease additional A330s from Airbus.

5 QF A380s flying

QANTAS will have five of its seven Airbus A380s operating on routes to London by the end of this week, after the European Aviation Safety Agency relaxed inspection requirements earlier this week (*TD* yesterday).

The boost follows the return to service of one of QF's superjumbos which had been in Germany undergoing maintenance checks, and the addition of a brand new A380 received last week.

MEANWHILE, London Heathrow Airport says it will continue to operate a reduced flight schedule on Thu 23 Dec following this week's snow storm in the UK/Europe.

Passengers are still being urged to contact their airline for flight status updates and schedules.

MH/KL signs MOU

MALAYSIA Airlines and KLM have signalled intentions to increase the number of Australian cities currently serviced from Kuala Lumpur as part of a Memorandum of Understanding (MoU) to work on closer ties.

The planned extension of the carrier's 11 year partnership aims to bolster passenger numbers travelling from Europe to Malaysia and also to hubs in Australia.

"This partnership is an ideal opportunity to expand the number of Australian destinations we offer," said MAS managing director/ceo, Tengku Dato Sri Azmil Zahrudin.

Malaysian Airlines and KLM both operate daily Amsterdam-Kuala Lumpur services.



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.

The Melbourne Convention and Visitors Bureau (MCVB) and Melbourne Convention and Exhibition Centre have appointed Fiona Chappell as its Director Business Development - Europe.

White Grass Ocean Resort on Tanna Island, Vanuatu has changed its management team to include Simone Beilicz and Luke Downey.

Kirsty Tomas has been appointed as Director of Sales at Parkroyal Parramatta. Tomas has been the Business Development Director at Crowne Plaza Parramatta before it was rebranded recently.

Trafalgar Australia has announced the appointment of Matthew Cameron-Smith as its new managing director (*TD* yesterday).

Hertz gets cleaner

THE Hertz Corporation and Clean Energy Fuels Corp. have partnered up to build and operate a compressed natural gas fueling station at Los Angeles Int'l Airport, with construction to be completed by the end of 2011.

Jumeirah in China

JUMEIRAH Group has signed a deal to operate the new build Jumeirah Thousand Islands Lake Resort in Qiandaohu, China.

The resort will offer 89 guest rooms and 50 villas, and is slated to open in 2014.



Treasure Island Fiji and Air Pacific are giving *Travel Daily* readers the chance to win the perfect Christmas present.

One lucky reader will this month unwrap an envelope with two return 'Pacific Voyager' (economy) tickets flying Air Pacific from either BNE, SYD or MEL to Fiji and a voucher for five nights of relaxation at the beautiful **Treasure Island Resort**.

To be in the running, simply help to compose a Fijian version of the "Twelve Days of Christmas".

Every two days we will be asking you to complete (and email in) one of the 12 lines from the song.

Give us your best creative entry and make sure they encompass the treasures that Fiji has to offer.

Email your full entries by COB 31 December 2010 to fijicomp@traveldaily.com.au.

Click here for competition terms and conditions.

"On the ninth day of Christmas my true love gave to me _____, _____, _____, _____, _____, _____, _____, _____ and _____ in a palm tree."

TREASURE
ISLAND FIJI

AIR PACIFIC
FIJI'S INTERNATIONAL AIRLINE

DL/AM codeshare

SKYTEAM airline partners Delta Air Lines and Aeromexico will reinstate codeshare services on 29 Dec, allowing DL pax to access 20 Mexican and nine US airports on Aeromexico and Connect flights.

MEANWHILE, Delta Air Lines has increased its Asia Pacific routes to 17 with the launch of two new nonstop flights between Japan and Honolulu and Palau, in the Pacific Islands.

Airport security lift

TEN of Australia's major airports will have the fight against aviation terrorist boosted following the graduation of five new Australian Federal Police firearm and explosive detection dog teams.

The latest recruits boost dog and handler numbers to 46, who will patrol Adelaide, Brisbane, Cairns, Canberra, Darwin, Gold Coast, Hobart, Melbourne, Perth and Sydney airports.

Bungy adds 2 fun

ADVENTURE company AJ Hackett Bungy has added two new activities at its Kawarau Bungy Centre near Queenstown.

The new Kawarau Bungy Trampoline will cater for up to 4 people on four static trampolines, and is expected to open mid way through the summer season.

Also being launched, subject to approval, is the Zipride.

The Zipride offers four 150m long zip lines that take up to eight people reaching speeds of 60kph alongside the Kawarau River.

Helpdeck satisfies

TRAVELPORT has received 86% in customer satisfaction for its Sydney-based Help Desk, from 378 travel agents surveyed in Australia and New Zealand.

The survey looked at a range of criteria including response times, problem solving, product knowledge and clarity of communication.

Worldhotels Hotels

WORLDHOTEL has launched its first branded hotel, the 150-room The Worldhotel The Rilano Munich.

The German property will be joined by Worldhotel Saltanat Almaty in Kazakhstan in Jan.

Pearl shakedown voyage



P&O Cruises newest ship *Pacific Pearl* was the host of 700 New Zealand travel agents this week, the biggest ever famil to be staged in the country.

The two day Shakedown cruise was smooth sailing for those in attendance sailing off the coast of

the Great Barrier Islands.

Highlights onboard the ship included a treasure hunt of *Pacific Pearl's* features.

Pictured above in the atrium of the ship following a performance by Pacific Circque are all the participants of the educational.

Broome & The Kimberley Holidays



Business Development Managers NSW / QLD and WA

Broome & The Kimberley Holidays is Australia's leading specialist wholesaler for the Kimberley, Northern Territory & greater Western Australia. Recent exciting changes have provided new opportunities and we are seeking 2 x BDM's, one based in Sydney and the other in Perth, to join our team and share in our growth.

Successful applicants will be responsible for:

- Growing awareness of our business and unique product positioning amongst Retail Travel Agents in their respective regions
- Maintaining existing relationships and developing new partnerships with Industry
- Developing sales strategies to grow support from preferred agency groups
- Implementing strategic call plans with minimum call requirements
- Education of unique products amongst Retail Travel Agents
- Representing the company at trade shows and events

The people we are seeking will ideally have the following qualities:

1. Passion for sharing knowledge and a desire to see results
2. Great communication skills, maturity and enthusiasm to meet new challenges
3. Previous experience in a BDM role is desirable
4. Knowledge of Australian Retail Travel Groups
5. Proven sales record and a commitment to exceeding targets
6. Knowledge of our product range is desirable
7. Ability to work autonomously but be capable of co-operating within a team
8. Must be flexible to travel as required

As a company we will offer you an attractive salary and the tools to successfully execute your role. You will be guided and assisted by upper management to ensure career satisfaction. We are happy to consider flexible hours for both positions.

Please respond to bernard@broomekimberley.com with your letter of application and resume.

Any further information please call Bernard on 0418 892 478.

Applications close on 7 January 2011.

Xmas parties in full swing!

The travel industry is renowned for hosting memorable events, and Christmas is no exception with some fantastic celebrations taking place across the country, as shown in the selection of photos below.

TD's good friends at Fraser Suites Sydney are giving away an overnight's stay in a luxury Penthouse Apartment, sparkling wine & a fruit bowl upon arrival and complimentary car parking to the best industry Christmas party photo received by 31 Dec, with bonus points awarded to entries featuring the TD issue.



LEFT: The team at Smartfares celebrated Christmas on board the Star Ship Sydney. Happily holding copies of TD is Amanda Millar, Michelle Calvo, Johnny Yip, Maria Zahra, Helena Sdrolas & Anunta Pobsap.

RIGHT: It's a Xmas adventure at South African Airways!

SAA recently held their wholesalers Christmas party at Snappahead Restaurant in Sydney.

Pictured is Suzan from SAA with Alisa, Andrew, Neil, Glennes and Kristy from Adventure World.



Email your festive photos (including names of people pictured) and where your party was held at to: xfmasphotos@traveldaily.com.au

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Hot Jobs (Australia) - December 2010

Sydney - 02 9231 6444 - nswjobs@tmsap.com
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Brisbane - 07 3221 9916 - qldjobs@tmsap.com

Adelaide & Perth - 02 9231 6444 - sajobs@tmsap.com, wajobs@tmsap.com
Executive Positions - 02 9231 6444 - sally@tmsap.com

Temp or Contract Executive - Alex and Sharon
- Sally Frape

JOB OF THE WEEK!

Corporate Travel Implementations Manager - Sydney

- Award winning Corporate Travel Company
- Sydney CBD
- Negotiable salary
- Excellent career opportunities

Our client is looking for a Corporate Travel Implementations Manager. You will sit between the Business Development Managers and the Account Managers. The BDM's source and win the business, once the business has been won, the Implementations Manager ensures the new clients have an excellent first experience with this leading Travel Company. You will manage the seamless transition from the clients travel manager over to their new travel manager.

Contact **Stacy Balderston** at TMS T: **03 96021 809**
E: stacy@tmsap.com or **apply online now!**



BNE • MEL • PER • SYD • BKK • HKG • SHA • SIN

Business Development Executive- Sydney

- A genuine market leader
- Get on board and take your career to the next level!

This is a role responsible for generating sales for this highly acclaimed travel company. You will have the ability to establish and maintain relationships with customers across multiple channels and you will be responsible for identifying new customers. This position plays a key role in achieving annual revenue targets by generating sales leads, developing proposals and closing deals. If you have a background in business development in travel technology or corporate travel this is the role for you.

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

Airfare Product Co-ordinator - Sydney

- Leading wholesaler
- Fantastic team environment

Our client, a leading wholesaler is looking for a Airfare Product Co-ordinator to take overall responsibility for the reporting and management of BSP and other airlines payment/reconciliation methods. The ideal candidate will have previous experience with BSP, fares and ticketing 1 & 2 and a knowledge of Calypso.

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

Junior Account Manager - Sydney

- Do you have solid experience within the hotel industry?
- Are you a successful account manager?

Our client is the market leading online hotel reservation service. They are currently looking for a Junior Account Manager to work in collaboration with the Account Manager in developing and managing his/her region to maximise revenues. Main responsibilities include monitoring the rate parity and locate the best rates and availabilities within your region, creating and ensuring the follow-up of commercial mailings to further develop the region, preparing and going on market visits, following up on cancellations, evaluations and complaints. You will also manage some of the hotel partners in the same region. To be successful in this role you will have previous experience in Sales or Account Management, you will be fluent in English, you will be pro-active, have sense of responsibility, independent, customer friendly and target focused. You will have good communication and commercial selling skills. You will be a team player, motivated and enjoy the sector of e-commerce and hospitality. Hotel School or University background preferred. Driver's license required.

Contact **Anna Wachowiak** T: **02 9231 6444** E: annaw@tmsap.com or **apply online now!**

Team Leader - Sydney

- Excellent career opportunity
- Great office environment

Our client is looking for a Supervisor consultant who is passionate about cruising to join this rapidly growing area of the travel industry. Working within this small team your ability to build rapport easily with your peers and clients is essential as is your solid consulting experience. Your job will be to oversee the reservations team as well as maintaining relationships with the representative cruise lines if you want to be a part of this warm and friendly team and want access to all the best family trips and industry incentives then look no further!

To be considered for this role you must possess the following:

- Cruise knowledge
- Solid consulting experience
- Team leading experience

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

State Sales Manager - WA

- Do you have extensive experience in Sales and Marketing coupled with knowledge of Trade Practices legislation within a Travel/Tourism and/or Insurance organisation?
- Do you have experience in territory management in regards to sales and distribution of products?

Our Client is the market leading Travel Insurer looking for a degree qualified professional with strong strategic and operational skills. The objective of the role is to ensure the effective sales and distribution of Travel Insurance products to customers and to maximise value through the delivery of cost effective services. You are a hands-on practitioner with strong strategic and operational skills plus demonstrated Strategic Manager and Business Planner. Our client is looking for an effective negotiator who is customer service focused and has the ability to manage small team. Preferably you will have a degree in Marketing and Sales.

Contact **Anna Wachowiak** T: **02 9231 6444** E: annaw@tmsap.com or **apply online now!**

Business Partnership Manager - NSW

- Experienced BDM within travel industry
- Strong understanding of the industry and travel consultants relationships in NSW

Due to continuous growth this largest mobile travel company is looking for an experienced BDM who is well networked within the industry. The main objective of the role is to assist travel professionals to make a positive change in both their professional and personal life. You will recruit and develop personal travel managers with focus on growth and retention. You will develop and foster strong relationships with industry partners and the network. To be considered for the role you must have strong sales and interpersonal skills. Experience in recruitment would be highly regarded. You will be able to make a difference in a highly successful and growing organisation. Competitive salary is on offer along with long term career opportunities.

Contact **Anna Wachowiak** T: **02 9231 6444** E: annaw@tmsap.com or **apply online now!**



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hospitality industries in Asia Pacific



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GLOBAL PROGRAM MANAGER

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Bring your training qualifications, your experience delivering sales training, your leadership skills and your motivation to make a difference in a growing company to this exciting new role. You will be driven by seeing people reach their full potential, and by doing so be rewarded yourself by receiving a great salary plus lucrative incentives as your hard work takes effect. Join a great team and a fun environment.

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SYDNEY – SALARY PACKAGES TO \$70K+

Get in quick for the best Industry Sales roles around. If you want to represent beautiful product and work with a highly motivated team who are all passionate about the company, you'll love this role. You'll have an energetic approach to growing sales from your region and be driven by achieving great results. Earn a top salary package, host magical educationals and sell a product you can be really proud of.

MAKE A NEW YEARS RESOLUTION COME TRUE

KEY ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE TO \$95K

Be responsible for managing, maintaining and developing relationships with key clients through your proactive & strategic approach ensuring ongoing revenue opportunities are maximized and a true business partnership is developed. You'll have strong commercial acumen and GDS skills, highly advanced communication skills and experience in acquiring new business. Secure your future with a leading organization.

WON'T YOU DRIVE MY SLEIGH TONIGHT?

GROUPS TEAM LEADER

SYDNEY – SALARY PACKAGE TO \$75K

If you have experience driving a team forward and providing great leadership and motivation, this Team Leader role will provide you with an exciting portfolio of corporate Groups & Conferences to oversee whilst managing the day to day work of the team. You'll have Groups experience so that you can lead by example, but this role won't be hands-on all the time. Ongoing career development is a certainty with this great co.

MAKE A LIST AND CHECK IT TWICE

INBOUND GROUP OPERATIONS SUPERVISOR

SYDNEY – SALARY PACKAGE TO \$60K

This new role is available now for someone who is experienced in Inbound travel, has supervised a busy team, and who understands the importance of accuracy & meeting deadlines. You'll be overseeing the smooth running of inbound groups from reservations through to on-the-ground co-ordination, and ensuring high levels of customer service are maintained at all times.

BUILD YOURSELF A SUCCESSFUL 2011

CORPORATE BUSINESS DEVELOPMENT MANAGERS

SYDNEY / MELBOURNE – SALARY PACKAGES OTE \$100K

If you're a true "hunter" and get the most satisfaction from seeing the company grow as a result of your sales skills, you'll love working for this dynamic corporate Agency that prides itself on being just a little bit different from the rest. You'll be joining an entrepreneurial team who are proud of their business and their focus on outstanding customer service. Your rewards include a great base, bonuses and incentives.

ALL I WANT FOR CHRISTMAS IS A JOB IN ONLINE

JUNIOR ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE TO \$65K

Move across to the online space and join a rapidly expanding international organization. If you have experience in sales, contracting with hotels and maintaining strong client/supplier relationships you can use all of your experience in a diverse role that will offer you ongoing development. Some travel required as well as supporting senior staff and administrative duties.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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