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Travel Daily AU

First with the news

Thu 29 Jul 10

Page 1

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

**WHAT WILL
SANTA GIVE THE
TMS TEMP OF THE MONTH for
Christmas
in July**

The winner will be
featured in Travel Daily
end July 2010



Delta phone switch

DELTA Air Lines has advised its new dedicated travel agency phone contact number, effective 02 Aug, will be 1800 458 368.

JQ adds MEL-AKL

JETSTAR says its new every day *JetSaver Light* airfares between Melbourne and Auckland (*TD* breaking news) are up to 20% cheaper than those on offer by rival carriers on the same route.

JQ will launch daily services between the Vic capital and AKL from 13 Dec - in addition to its new CNS-AKL flights (*TD* yest).

Hingerty to leave ATEC

LONG time managing director of the Australian Tourism Export Council, Matt Hingerty, has announced he will step down early next year after completing his second three-year term.

"After six years I believe it is time for a change - for both me and ATEC," he said.

JTG-Stella memo

STELLA Travel ceo Peter Lacaze this morning jumped the gun with an announcement to staff that the Explanatory Memorandum describing the company's proposed merger with Jetset Travelworld had been finalised.

The document was lodged with the Australian Stock Exchange last night but its release was delayed until after noon (*TD* breaking news), with the Extraordinary General Meeting to approve the deal set to take place on 06 Sep.

Travel Daily will today publish a special supplementary issue for subscribers covering the deal and previously unreleased financial details, so watch your inbox for further comprehensive coverage.

Lindeman savings

CLUB Med is offering savings of up to 40% per person for stays at Club Med Lindeman Island in the Whitsundays - details on page 9.

ATEC chairman John King praised Hingerty's contribution to the inbound tourism sector, saying under his leadership ATEC has "developed to become one of the most respected tourism bodies in Australia and internationally," despite a variety of challenging issues and difficult trading conditions.

King said that the managing director role would be advertised next month, with hopes that a replacement would be in place before Hingerty departs the organisation in mid-January.

Strategic Bali move

STRATEGIC Airlines yesterday lodged an application for 1,716 seats on the Indonesia route, contesting the Qantas application for capacity (*TD* yesterday).

The carrier said it plans extra A320 flights from Dec 2010, with the IASC set to ask the applicants for further information on why they should be granted capacity.

Today's Travel Daily

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

- TMS Asia Pacific
- AA Appointments
- Club Med

Wendy Wu Part 2

TRAVEL Daily TV is today showcasing the second episode in a new series covering Wendy Wu Tours' "Wonders of China" tour.

The video is now online at www.traveldaily.com.au or by clicking the logo above.



Fog causing chaos

A NUMBER of international flights into Brisbane this morning were diverted to Noumea and Melbourne due to fog conditions blanketing south east Queensland.



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AIRWAYS

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Travel Daily AU

First with the news
on location from
Wollongong, NSW

Today's issue of **TD** is coming to you from the **NSW South Coast**, courtesy of **Tourism Wollongong and Big4 Holiday Parks**

SPORTING 26 acres of gardens, its own inflatable bouncing pillow, 18 hole mini golf park, two full sized tennis courts, two solar heated pools, BBQ and play equipment areas- the Big4 Bungalow Park in Burril Lake, NSW is the perfect spot for families on a budget.

The park has a large range of accommodation, ranging from fully self-contained 3 Bedroom Spa Villas, 2 Bedroom Treetop Spa lodges, 2 Bedroom Bungalows, 1 Bedroom Cottages, as well as powered caravan and camp sites, and unpowered camp sites.

Located right on the edge of Lake Burril, water sports are also a big feature, with the Park offering its own private boat ramp, two jetties and lake front beach.

The park also has a selection of canoes and pedal boats - see www.bungalow-park.com.au.

Jetstar future "unbridled"

JETSTAR ceo Bruce Buchanan yesterday confirmed that the carrier is likely to operate flights between Sydney and Singapore in the future, insisting that Jetstar and Qantas can "run alongside each other" on the popular route.

Speaking at a conference in Sydney he said that "customers are comfortable with the two brands," claiming that their respective passenger profiles distinctly different.

He said that Jetstar was focused on building its Asian network, with significant opportunities to expand flights into China from Jetstar Asia's Singapore base.

"Within the Asia Pacific region we see unbridled future growth," he said, adding: "We will go to North America and Europe - it's just a question of when."

Buchanan also said the Qantas

request for almost 4000 seats per week of extra Jetstar capacity into Indonesia (*TD* yesterday) reflected ongoing strong demand.

"We're very happy with our results on Bali," he said, adding that "we're hoping to take advantage of every single seat we can" to the destination.

He said the carrier's wide body fleet would continue to expand, with deployment details of two extra A330-200s to be announced next year, ahead of the mid-2012 delivery of the first Jetstar 787.

Buchanan also said JQ was on track for the rollout of its unique SMS Boarding Pass technology, with a NZ domestic launch planned within the next 2 months.

Business events

THE Federal opposition says it will commit \$28m in new funding to the business events sector if it wins the upcoming election.

The money will include a new industry partnership "Business Events Bid and Boost Fund" with a \$17.5m funding injection, along with \$10.5m in extra Tourism Australia funding to boost the marketing of Business Events Australia.

The coalition said it would be releasing further plans of its 'Real Action Plan for Tourism' throughout the election campaign.

TCF termination

THE Travel Compensation Fund has announced the non-voluntary termination of *Deluxe Travel Services* in Sydney (ABN: 25 122 500 136) effective 28 Jul, after claims were received.



Window Seat

THE luxury Jumeirah Essex House hotel in New York has announced a new "exclusive Canine turndown program" to ensure that four-legged guests are pampered just as much as their owners.

A new partnership with 'doggie designer to the stars,' Amy Kizer of the Wagwear New York City boutique, has seen the creation of special in-room amenities including a "Tee Pee Hound Lounge" - a miniature pop-up tent with fleece-lined bed "for the dog's slumbering needs during the stay".

Canine guests are also offered an exclusive gift bag - complete with a fleece blanket which can even be personally monogrammed on request.

A HOTEL in Tokyo has created a special model railway room for train-obsessed guests.

The room at the Akihabara Washington offers dual controls for the layout, and enthusiasts are able to bring their own rolling stock or use carriages provided by the hotel.

The tracks run around a scale model of the Akihabara area in central Tokyo, with the special room created during a recent renovation of the hotel.

A LONDON scammer has been jailed for five years after he tried to sell the city's iconic Ritz Hotel for £250m.

Anthony Lee, described as "an out of work truck driver", purported to be an associate of the Barclay brothers who own the hotel, according to the *BBC*.

In a UK court case this week a judge described the fraud as "an elaborate and outrageous scam" with Lee convincing enough to persuade a financier and a property dealer to hand over a deposit of £1m.

Fråga.

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Travel Daily AU
First with the news

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QATAR
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Macau beatz it up in Sydney



LAST night Macau Government Tourist Office (MGTO) hosted a group of lucky *Travel Daily* competition winners and their friends to *Winterbeatz 2010* at Sydney's Acer Arena.

The party kick-started in the MGTO corporate suite with refreshments and dinner, followed by an amazing urban music concert from some of the best seats in the arena.

An amazing line-up of artists including urban superstar *Ne-Yo*, auto-tune pioneer *T-Pain*, Outkast's *Big Boi*, Hypeman *Fatman Scoop*, Aussie duo *Phinisse* and Australia's urban DJ *Nino Brown* hyped up the crowd

until late in the evening.

Pictured *above* in the Macau Govt Tourist Office private box is Ben, Freemantle Media; Joseph & Stacey, FCM Travel Solutions; Mitchell, Travel Counsellors; Reshma, World Travel Professionals; Nick Griffin, MGTO; Karen, Macquarie Group Travel Centre; Christine, Creative Cruising; Jonathon & Ray, FCM Travel Solutions; Tamara & Cameron, Flight Centre Engadine and Mareesa from Travel Counsellors.

Keep an eye out in *Travel Daily* for more fantastic competitions in conjunction with the MGTO, including concerts to Powderfinger and Metallica.

MAS KK de-linking

MALAYSIA Airlines has formally announced to the travel industry that it will de-link Brisbane from its Sydney route (*TD 10 Jun*) effective 01 Nov.

The airline will commence five weekly services from KUL-BNE-KUL which have been loaded into agent GDSs, and will fly on an Airbus A330-300 aircraft.

This aircraft will offer In-flight movies in Business class on portable media players while Economy class passengers will be able to watch pre determined movies from central screens.

MEANWHILE, MAS says it has earmarked Brisbane as one of the destinations for its brand new Airbus A330 aircraft which are expected to be delivered from Jun next year.

The new A330s will offer sleeper seats in Business class and on-demand movies across all cabins.

Crystal to Newcastle

CRYSTAL Cruises will offer a 94-day World Cruise round-trip from Los Angeles in 2012, visiting 35 ports including overnight stays in Sydney, Perth and a maiden visit to Newcastle.

The 12 Jan 2012 sailing aboard *Crystal Serenity* will also feature a 3-day overland visit to Beijing - see *Cruise Weekly* for more info.

Red Bull race axed

TOURISM WA is reeling following news that the Red Bull Air Race series for 2011 has been cancelled.

The Perth stage of the race had been proclaimed by event organisers, pilots and crew as the 'benchmark setting' for the series.

This year's Perth event lured more than 300,000 spectators.

EK NZ fares on sale

EMIRATES is offering return fares to Auckland ex SYD, MEL and BNE, or to Christchurch ex SYD for \$391, for select dates between Aug and Sep, on sale until 03 Aug. See emirates.com/au for info.

AirBlue plane crash

UP TO 152 passengers onboard an Airblue flight from Karachi to Islamabad were killed yesterday when the plane went down in the Margalla Hills, near Islamabad.

There are conflicting reports as to the number of crew and pax onboard the Airbus A321, with the carrier saying the number was 150.

Tourism NT ce quits

LONG standing chief executive for Tourism NT, Maree Tetlow has announced her resignation from the organisation, effective 26 Nov.

Tetlow was appointed to the top NT Tourism position in Mar 2002.

New brochure out now!



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Insight expands USA/Canada

INSIGHT Vacations has added four new itineraries to its USA & Canada programs, which last year comprised around 10% of its overall business out of Australia.

The new 2011 brochure sees the return of Alaska to Insight's range, with a tour taking in Anchorage, Denali National Park and Prince William Sound along with an optional HAL cruise to Vancouver.

MD Lorraine Sharp said cheap Pacific afares and the strong Aussie dollar were driving demand, with past passenger surveys revealing that more than 80% of Insight customers plan a North America trip in the next 2-4 years.

The new brochure was released last week and is already attracting bookings, with interest generated by the Flight Centre USA/Canada expos currently under way around the country.

Additions also include a new 8-day 'Cities of the East Coast' tour taking in New York, Boston, Washington DC and Philadelphia, along with a new 'Maritimes Landscapes' trip and the 11-day 'South West Discovery' taking in Los Angeles, Palm Springs, the Grand Canyon and San Diego.

Sharp said that key features include superior hotels and lodges such as the boutique Alex Hotel in Manhattan, as well as exclusive behind-the-scenes inclusions.

QF pushing Uluru

QANTAS overnight released a range of bargain afares to Uluru, leading in at \$199 one way ex SYD for departures 12 Oct-08 Dec and 12 Jan-23 Mar.

The move looks to spoil Virgin Blue's launch of its new direct Sydney-Uluru route, which will be celebrated in typical Virgin style tonight at a party in Sydney.

Versace for \$150

QUEENSLAND'S Palazzo Versace is celebrating its switch to Sabre Hospitality Solutions (TD 16 Jul) by offering a travel industry room rate priced at \$150 per night.

Travel agents can also save 50% on food and beverage purchases.

Agents taking up the offer will be required to do a site inspection during their stay.

Effective yesterday, the luxury Gold Coast property altered its GDS code from LW to PZ.



MACAU GOVERNMENT TOURIST OFFICE

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Sales Manager – Australia/New Zealand

Exotissimo Travel Group is one of the region's leading Destination Management Companies with 16 wholly owned offices across Vietnam, Cambodia, Laos, Myanmar, Thailand and Indonesia. Due to the growth of Exotissimo, we are looking for a highly motivated Sales Manager to develop new business and support existing clients across Australia and New Zealand.

Reporting to the General Manager, the successful candidate is required to promote all company business units including Leisure, MICE, Luxury and Adventure. The successful candidate will be self-motivated, have a passion for travel particularly in Asia, a strong sales background preferably in the travel industry and strong business acumen with a drive to increase business. Remuneration will be in accordance to experience.

This is a key position within a fast growing dynamic travel company with significant expansion plans while maintaining a fun and professional company culture.

Send CV and application to Australia@exotissimo.com

Accepting applications from either Sydney or Melbourne.

Hotel Beijing reps

AIR Marketing Asia Pacific has been appointed as representative for the Legendale Hotel Beijing in Australia and New Zealand.

The appointment comes as the hotel looks to capitalise on growth from corporate, independent leisure and MICE markets.

Air India to Toronto

AIR India is launching six weekly non-stop services between Delhi and Toronto during the Northern winter, according to its website.

Singapore up 13%

SINGAPORE Tourism Board has reported a 26.7% year-on-year increase in international visitor arrivals to 950,000 during Jun, the seventh consecutive month of record arrivals.

Australian arrivals rose 13% in the month compared to Jun 09.

24hr ATC in Tassie

THE government has said it will implement around the clock Air Traffic Control at both Hobart and Launceston airports within six months, as recommended by the Civil Aviation Safety Authority.

At the moment there are no radar monitors in place at either airports between 10pm-6am.

Getaway tonight

TONIGHT'S episode of Channel Nine's travel program *Getaway* at 7:30pm is an episode called 'A Golden Getaway' with stories on;

- Rarotonga, Cook Islands
- Jetski Safari, Fiji
- Yachting in the Greek Islands
- Bora Bora on a Budget
- Fremantle by scooter
- Koala Island, Queensland
- Espiritu Santo, Vanuatu

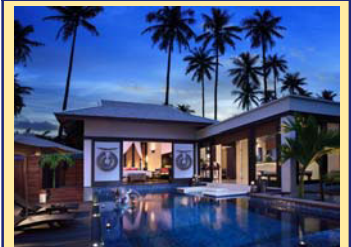
AA after DL capacity

AMERICAN Airlines is hoping to prop up its flight frequencies between the US and Brazil by taking over capacity that rival Delta Air Lines is relinquishing.

The oneworld carrier has applied to the US Dept of Transportation to take over the thrice weekly regional Brazil flights that Delta is dumping, with the plan to lift frequencies between Miami and Brasilia (TD 12 Apr) and Dallas/Fort Worth and Rio de Janeiro.

AA recently signed a codeshare agreement with Brazil's GOL, which would offer services beyond both Rio and Brasilia.

WIN A 5-NIGHT STAY IN PHUKET



Travel Daily has teamed up with **Anantara Phuket** and over the next two weeks is giving one lucky reader a chance to win a 5-night stay in one of their luxurious pool villas. The prize includes daily breakfast for two and return airport transfers via Mercedes E220.

Located on the remote and pristine Mai Khao Beach, Anantara Phuket is the **only luxury resort** in Phuket with **private pool villas located on the beach** and is only 15 minutes north of the airport.

All you need to do to be in the running to win this stunning prize and be the envy of your office colleagues is to answer all to questions featured in *Travel Daily* for the next two weeks, the final question being on Friday 30th July.

Q.9: Which renowned architect designed the Anantara Phuket Spa?

Send your answers each day to: anantaracomp@traveldaily.com.au

Hint! Visit

www.phuket.anantara.com

[CLICK HERE FOR TERMS & CONDITIONS](#)



Faster to Auckland

TRAVELLERS commuting from Auckland Airport and the city will notice considerable time saving after the Manukau Harbour Bridge was opened last weekend.

The NZ\$230 million bridge is expected to cut travelling time by 20 minutes.

NZ Prime Minister and Tourism Minister John Key said the bridge also had the capability of supporting a rail service between the city and airport in the future.

"I need to work faster"

Star moves at Delhi

STAR Alliance member carriers Austrian, Continental Airlines, Lufthansa and SWISS yesterday re-located to the new Terminal 3 at New Delhi's Indira Gandhi Intl Airport, joining member elect Air India at the facility.

Gong Girls on the Fly



THIS week, the girls from Tourism Wollongong and joint sponsors of Klick Communications 'Road Twip' to the NSW South Coast, joined 'Twippers' as they braved the sky-high Illawarra Fly.

Setting out in the mid afternoon, the intrepid adventurers trekked across the 25 metre high treetop walk, to experience first hand one of the Gong's foremost tourist attractions.

Fortunately for the group, the morning's winter weather gave way to blue skies and sunshine, and they were treated to sweeping views out over the rainforest, along the Illawarra escarpment and right through to the coast and open ocean.

Pictured above, enjoying the view from the swaying cantilevers, from left are Kate Chapman, Melissa Davis and Kate Dombkins.

CAREER DEVELOPMENT OPPORTUNITIES



- Product Manager – Indian Subcontinent
- Business Development Manager – WA & NSW

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 ezeego online travel.

We are now seeking three highly motivated and suitably experienced applicants to join our team. These include:

- Product Manager – responsible for negotiating competitive rates and service level agreements with chosen suppliers within the Indian subcontinent.
- Business Development Manager – WA & NSW – responsible for promoting and generating sales leads for these reputable brands to travel agents.

If you are seeking a career development opportunity that is challenging and rewarding, please [click here](#) to view position outlines.

Applications close Wednesday 4th August 2010.



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.

Sheraton on the Park, Sydney has appointed Brad Mercer to the position of Hotel Manager.

Emirates has appointed Barry Brown as its Vice President of Australasia, responsible for EK' commercial ops. in Australia & NZ.

Mirvac Hotels and Resorts has appointed Cameron Jeffery as General Manager at The Sebel Resort Noosa.

Intercontinental Fiji Golf Resort & Spa has announced Scott Williams as the new general manager of the resort. He started his career with IHG as acting gm at the Holiday Inn Adelaide.

Expedia has announced Reddy Kalluru as the company's new Director of Online Partner Marketing. He has held positions with Pan Pacific Group and Zuji.

Garuda Indonesia has appointed Helen Blake as Sales Manager NSW and ACT, based in Sydney.

AirAsia X has moved its General Manager Australia Darren Wright, to the position of Head of Commercial. He starts in the lead up to the planned public listing of the carrier.

The Anantara Al Madina A'Zarqa Resort and Spa has announced the appointment of Axel Jarosch as General Manager for the hotel which is set to open in early 2011.

Sphere PR has appointed David Neiger as its new Account Director to be based in Melbourne. His responsibilities include working on the Voyager Travel Corporation account.

Cargolux drop AUS

INTERNATIONAL cargo carrier Cargolux Airlines has announced its suspending operations to Australia and New Zealand in Aug, due to high operating costs.

"We have been trying hard over the past 10 years to maintain this service even though the flight economics simply do not justify the operation," a spokesperson for Cargolux said yesterday.

AA cargo fined \$5m

AMERICAN Airlines will pay US\$5 million and provide evidence against other airlines in order to settle a lawsuit by freight shippers who were victims of a price fixing cartel, according to *The Seattle Times*.

Air France-KLM agreed to pay the shippers \$87m to settle the same case earlier this month but have refused to give further help.



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With a brand new store opening in Manuka Canberra, we have an amazing opportunity for a hard-working, fun-loving **Team Leader** and **Experienced Cruise Consultants** to lead our pioneering team.

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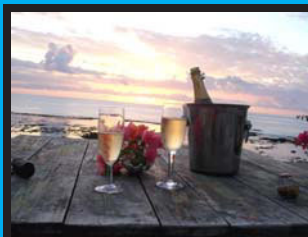


During July, **Travel Daily** subscribers can enter to win a fabulous Vanuatu holiday package for two, courtesy of **Air Vanuatu**, **Mangoes Resort**, **The Havannah** and **White Grass Ocean Resort**.

The prize includes Air Vanuatu return economy flights for two from Brisbane, Sydney or Melbourne to Port Vila and Tanna; two nights accommodation at Mangoes Resort, Port Vila; two nights at The Havannah on the island of Efate; two nights at White Grass Ocean Resort Vanuatu on the island of Tanna; daily breakfast and airport transfers.

Each day **Travel Daily** will ask a Vanuatu-related question – just read the issue and email us your answer.

At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Vanuatu holiday.



Q.21: What's the recommended length of stay at White Grass Ocean Resort to ensure you experience Tanna Island to the fullest?

Hint! Visit www.whitegrassvanuatu.com.vu

Email your daily answer to: vanuatucomp@traveldaily.com.au

For further information on Vanuatu please see: www.vanuatu.travel

Click here for competition terms & conditions



Radisson stay pay

THE Radisson Resort Fiji is offering a Stay 4/Pay 3 offer or a Stay 7/Pay 5 deal, valid for visits between 25 Oct - 27 Dec, and 05 Jan - 31 Mar, on sale until 20 Aug.

DFAT on Costa Rica

THE Dept of Foreign Affairs is advising travellers that Aussie dollars can not be exchanged in Costa Rica, however credit cards and US dollars are accepted.

Sea World kids club

SEA World Resort and Water Park has unveiled a new kids club offering eight new X Box 360 game stations, and a movie theatre, futeball table and more activities.

For families to experience this new club a four night VIP package is available and priced from \$796, valid for travel until 24 Dec 2010 and on sale for a limited time.

For info visit - myfun.com.au.

HOW TO BEAT THE INTERNET

A workshop for travel consultants



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LAN Q2 income up

LAN Airlines has reported an increase in both pax and cargo operation for the second quarter of 2010, with income sitting at US\$60.6 million compared to US\$4.2m which was recorded over the same period last year.

Travel Daily
First with the news

Thu 29 Jul 10 Page 6

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

Adventures in Reunion



ABOVE: Air Austral and Reunion & Beyond recently hosted a group of agents to the island of Reunion on a five day adventure fam.

Highlights of the trip included hiking to one of the world's most active volcanoes, Le Piton de al Fournaise and paragliding.

Other experiences included sampling Creole food and quality 'rhum', relaxing at some of the island's top hotels and enjoying the diverse landscape.

Pictured above hanging out by the pool back row from left are: Andre & Christian, Papangue

Tours; Josh, Flight Centre; Ross, Air Austral; and David, Jestset Ballina.

Front row: Janette, Reunion & Beyond; Malinda, Back Track Adventures; Jenny, Ramsgate Travel; Lara, Escape Travel; Phillipa, Majestic travel; and Paul, Flight Centre.

DTW Spanair deal

DISCOVER the World Marketing has been appointed international sale & marketing representation for Spanair in Belgium, Israel, Italy, Luxembourg, Netherlands and the United Kingdom.

Priority Thailand

INTERCONTINENTAL Hotels Group is offering members of its loyalty program Priority Club room rates in Thailand priced from US\$45 per night.

Guests are also offered room upgrades and late check out.

Mexico 10% cheaper

TEMPO Holidays is offering 10% off its 'Bronze' Best of Mexico tour package, now priced from \$1373 per person twin share.

On sale until 31 Aug the deal is valid for travel until 01 Dec.

AA BOS club reno

AMERICAN Airlines has completed renovation work at its Admiral Club at Boston's Logan Intl Airport, which can now accommodate 214 guests & features 16 work stations.

a North American Holiday!

Globus and Cosmos North America 2011 brochures have arrived!

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Globus Grand Western Canada Vacation

2nd Prize
Cosmos Eastern US & Canada Grand Vacation

3rd Prize
Monograms Vancouver & Victoria

To win, complete the crossword on the travel agent section of the Globus Family website before 13 August.

CLICK HERE

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Hot Jobs (Australia) - July 2010

JOB OF THE WEEK!

Managing Director - Sydney

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An exciting and rare opportunity has arisen within an major wholesale travel company for a Managing Director. You will lead the company to remain competitive in the market place and oversee the successful operations of the business whilst identify opportunities to further develop the company. This role requires a seasoned yet dynamic Executive from within the travel industry with proven ability to drive a business from the top. A good understanding of the complexity between wholesale to retail is essential. To discuss this role further confidentially:

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

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Travel Consultant - Part Time Temp – Melbourne - Elsternwick

- Ongoing temp assignment
- Flexible work and hours

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

Contact Tara Hamilton T: **02 9231 6444** E: tara@tmsap.com or **apply online now!**

National Account Manager - Melbourne

- Corporate Travel Management Company
- \$75 - \$80k base plus super

A well known and respected midsized corporate travel agency is seeking a National Account Manager to join their team. You will be required to manage a portfolio of accounts across the country from small to mid market size. Ability to travel regularly to meet with your clients is required. A minimum of at least 1 year experience in Account Management or similar within a TMC is essential for this position. More details available on request for candidates that meet the criteria.

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

Business Development Manager - Melbourne

- Corporate Travel
- Base, Super, Car and Commission

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

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

Corporate Business Development Manager - Queensland

- Corporate Travel
- Attractive Salary

A Worldwide TMC requires a strong experienced Business Development Manager to continue to position their premier service as a corporate travel agency. This is an analytical role with a view to finding business solutions for new clients. The ideal candidate would be from the Travel, Airline or Hospitality industry with a proven track record in achieve new corporate business.

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

Operations Manager - Melbourne

- Rare Opportunity
- 65-70K

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

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

Business Development Manager - Melbourne

- \$60 - \$65k base plus super and commission
- Luxury Hotel

This well known luxury accommodation is seeking a driven and experienced business development sales manager to target corporate clients directly. A proven track record in developing sales from corporate market from the hospitality industry or travel industry is required.

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

Strategic Corporate Account Manager – Sydney

- Global TMC
- Large Market

A global travel management company is seeking an experienced corporate account manager to be responsible for the management of a portfolio of large market clients. Experience in client management at large market required or at least 3 years mid market required. Travel industry experience essential.

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

Air Fare Specialist – North Sydney

- Attraction Travel Benefits
- Small Team Leader Position

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

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

Customer Service - Travel Industry - Mandarin Speaker Preferred

- Rare And Exciting Role
- \$33k plus super

We are looking for a mandarin speaking person who has previous experience in the travel industry with EXCELLENT customer service skills. This is a great opportunity for someone who has maybe been in the travel industry for 12 months and would LOVE the opportunity to combine their industry knowledge with their excellent customer service skills.

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

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REWARDING CAREER OPPORTUNITIES FOR TALENTED EXECUTIVES

YOUR PLACE AT THIS BOARDROOM TABLE AWAITS MANAGING DIRECTOR SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE

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

** NEW ** KEY LEADERSHIP ROLE IN BRISBANE OPERATIONS MANAGER BRISBANE – SALARY PACKAGE TO \$110K

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

** NEW X 3 ** SALES OF THE CENTURY! BUSINESS DEVELOPMENT MANAGERS – TRAVEL PRODUCT SYD / MEL / PER – SALARY PACKAGES \$70K+

These great BDM roles servicing the leisure travel industry are with prestigious products and leading Brands. These clients all require switched on BDM's capable of jumping right in to service their leading clients and manage allocated territories. You'll be proactive and self motivated and have a personality that will outshine the others allowing you to build strong relationships. You'll be goal-focused and driven to succeed.

FOCUS ON STRATEGY, RETENTION AND GROWTH NATIONAL ACCOUNT MANAGER – CORPORATE TRAVEL SYDNEY & MELBOURNE – SALARY PACKAGE TO \$90K++

We're looking for talented Account Managers to join these prestigious Corporate agencies - both offering fascinating clients, attractive remuneration, and career progression. Previous experience is essential and your focus will be on the business, retention & growth strategies, and client satisfaction. If you love innovation and driving business relationships these tick all the boxes. Apply today!

THE VIEW FROM THE TOP IS AMAZING STATE OPERATIONS MANAGER PERTH – SALARY PACKAGE TO \$80k

This opportunity is a rare opening in the Perth market. You'll be overseeing the entire WA operation in terms of leadership, recruitment, training & development, and day-to-day processes. Your knowledge and leadership skills have been tried & tested and you'll have high level ticketing experience. You'll have full responsibility for the local budget (revenue & expenditure) so previous experience in a similar role is a must. Don't delay!

SHAPE THIS NEWLY CREATED POSITION ACCOUNTS / TICKET CENTRE RECONCILIATION MANAGER MELBOURNE – SALARY PACKAGE TO \$75k + \$20k Bonus

This large accounts team is expanding and now a new role has been created for an Accounts Supervisor. Managing the team you will be responsible for ensuring the clearance of balance reports, following up Debtors, and clearance of ACM's /ADM's. You will have a high level understanding of ticketing functions, processing refunds and reconciliations. Put your leadership skills to good use with this growing team.

INTERNATIONAL OPPORTUNITIES AVAILABLE NOW OPERATIONS AND PRODUCT INNOVATION HONG KONG + SINGAPORE BASED – ATTRACTIVE \$\$\$ available

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 global leaders, these 2 separate opportunities are available NOW. You'll be ready to pack up your skills, experience and ambitions and jump on that plane leading to career advancement. Please enquire about these roles via online application attaching you full CV.

COMMERCIAL ANALYSIS WITH A GLOBAL TWIST MARKET PLANNING MANAGER SYDNEY – SALARY PACKAGE TO \$125K

If your experience lies within a commercially focused analytical role working with data, pricing & yield, competitor trends, and contributing to a marketing plan, this unique new role might suit you. It provides an interesting challenge working with wonderful product and in beautiful office surrounds. Leadership skills and advanced Excel are also essential. An exciting opportunity with a luxurious Brand.

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

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5 Night All Inclusive Air Packages start from^

Departure from:	Adult (18+)	Child (4-11)	Teen (12-17)	Savings on Adult	Savings on Child and Teen
✓ Brisbane	\$1235	\$794	\$929	\$510	\$306
✓ Sydney	\$1393	\$952	\$1087	\$510	\$306
✓ Melbourne	\$1393	\$952	\$1087	\$510	\$306
✓ Canberra	\$1525	\$1084	\$1219	\$510	\$306
✓ Hobart	\$1595	\$1154	\$1289	\$510	\$306
✓ Adelaide	\$1633	\$1192	\$1327	\$510	\$306
✓ Perth	\$1793	\$1352	\$1487	\$510	\$306



Contact your Travel Agent or call Club Med on 1800 258 263

or visit
www.clubmed.com.au

^ Offer for sale for 1 month from 1 July until 31 July 2010. 40% is applicable for travel until 30 October 2010 outside school holidays. During the periods 3 July-18 July 2010 and 18 September-10 October 2010 a 20% Discount applies. From 1 November 2010 until 30 April 2011 a 30% Discount applies. Prices based on Superior Twin Share Accommodation and based on departure date 19 October 2010. Flights with Virgin Blue.

ONE PRICE
ALL INCLUSIVE
PACKAGE



Return flight and transfers

+



Twin share Superior accommodation

+



All-day Dining on sumptuous buffet and gourmet cuisine

+



Open bar & snacking

+



Sports & Leisure activities with expert tuition

+



Supervised activities and childcare for the little ones

*Offer valid for Australian residents only. Offer valid for Club Med Lindeman Island. Offers valid for sale from 1 July until 31 July 2010. The 40% Discount is valid for travel until 30 October 2010 outside school holidays: 3 July - 18 July 2010 and 18 September - 10 October 2010. A 30% Discount applies from 1 November 2010 until 30 April 2011. A 20% Discount applies during school holidays: 3 July - 18 July 2010, 18 September - 10 October 2010, 18 December 2010 - 27 January 2011, 9 April 2011 - 26 April 2011. Offers valid for all room categories. Discount offers applicable on Land Stay only. Offers valid for all ages. Minimum 5 nights consecutive stay at Club Med is required. Further black out dates may apply. Offers valid for new bookings only, subject to availability and may change without notice. Not valid for Group travel and not valid in conjunction with any other offer. Teen's Club Facilities (14-17 years old) opening times are subject to school holidays. Interconnecting Room is at no extra cost for a family of 4 and subject to availability. Open bar and snacking service is within bar opening hours, excludes some premium alcoholic brands. Compulsory Club Med membership fee is included in price and valid for 1 year at time of booking. Petit Club Med (2-3 years) subject to availability. Extra cost: Room upgrade, Spa, Petit Club Med (2-3 years). Taxes are included but are subject to change due to currency fluctuations and fuel surcharges.

Date of Issue: 27 July 2010