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Travel Daily

First with the news

Tuesday 15th January 2013

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ISSN 1834-3058

Qatar Air 3-Day sale

QATAR Airways has today kicked off a 3-Day sale from its ports in Melbourne and Perth, with fares starting at \$1,493 to Istanbul.

Travel is valid until 31 Mar 2013.

Eight pages of news

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

- TMS Asia Pacific jobs
- AA Appointments jobs



Deb Duncan
General Manager

travel counsellors

RECLAIM YOUR CONFIDENCE

Where is your confidence Australia?

Great consultants (and I don't use the word 'Consultant' loosely) are the builders of dreams and possibly without realising, have radically reinvented travel service delivery while creating a tremendous value to their clients. These are the strategic thinkers who practise respectful listening, building lasting relationships which is very smart business.

I was on a flight to Perth last week, chatting to a frequent traveller who is no longer concerned for his Australian workers in deepest Africa because his consultant looks after their safety for him too. She charges a fee, she researches each destinations' culture and etiquette and tells them what to expect before arriving. My new friend apparently never questions the fees or the fares. In his words "I have someone I can trust, I don't worry now"

Until next time...

Deb

travelhomeworking.com.au

VA Italy route ultimatum

VIRGIN Australia will ditch plans to begin codesharing on the Italy route should Qantas be permitted to place its code on the metal of proposed partner, Emirates.

In an ongoing wager to win 300 seats of capacity per week on the Italy route from Qantas, VA Group Exec, Gov't and Int'l Relations Jane McKeon said if Virgin fails to gain a favourable outcome it "will be unable to introduce code share services on the Italy route, in competition with Qantas and Emirates, for the foreseeable future."

VA has a "strong interest" to begin codesharing to points in Italy with its partners, Singapore Airlines and Etihad Airways, but is restricted due to QF's allocation.

QF holds the entire allotment of entitlements on Australia-Italy air services - 1,000 seats/week - 400 of which are supported through its codesharing deals with Cathay Pacific & British Airways, she said.

In the submission to the IASC on Fri, McKeon said the likelihood of negotiations with Italy to liberalise code share entitlements appears "extremely remote"

She also reiterated the ACCC's

comments that the QF/EK pact may cause barriers for other airlines to enter or expand flights from the UK/Europe to Australia.

EK offers up to 84 services per week between Australia & Dubai, and up to 21 & 14 onwards to Milan and Rome respectively.

Based on 2011 stats, Emirates had a 37% share of pax on the Italy route, and Qantas had 17%.

She argued that as QF/EK already held over 50% of the pax market, the IASC should have "serious concern" of the public benefits by permitting EK to codeshare too.

"This is underscored by the fact that average airfares on the route have risen during the period in which Qantas has been the sole Australian carrier offering code share services to Italy in partnership with carriers which have a weaker presence on the route compared with Emirates.

"If Qantas is permitted to introduce code share services with Emirates... it is likely that airfares will continue to rise, to the detriment of Australian consumers and the Australian tourism industry," she concluded.

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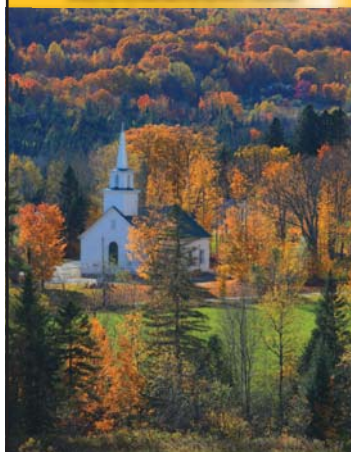
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Impulse acquires Momento

BOUTIQUE Sydney wholesaler The Impulse Travel Group has emerged as the company behind the take-over of Asia Pacific Travel Marketing Services' Momento Travel Services business.

As revealed exclusively by **Travel Daily** yesterday, APTMS sold the two-year old business late on Fri.

The acquisition by Impulse also includes The Small Ship Adventure Co. and Alaska Bound.

Impulse's managing director Stephanie Savage said the firm

was in the process of integrating the three brands into its stable of wholesale products.

The company's existing brands include Indian Ocean and African specialist Above & Beyond Holidays, along with Slovenia and Croatia specialist Beyond Slovenia.

Savage confirmed APTMS's Karen O'Leary & Samantha Yates would transfer across to Impulse Travel.

"It will be business as usual for our loyal agents," she said.

APTMS owner Kylee Kay will be working closely with The Impulse Travel Group to further promote the acquired products.

All Momento and Small Ships/ Alaska Bound 1-300 numbers remain the same.

Universal SIA appeal

SINGAPORE Airlines and SilkAir have added entry to Universal Studios, Night Safari & Gardens by the Bay to its Singapore Stopover Holiday program.

Customers can take advantage of hotel accom including return airport transfers priced from \$30 per person twin share for the first night, along with entry to 15 attractions across the city state, including the Singapore Flyer.

The addition is valid for sale until 30 Sep for travel from 01 Apr 13 to 31 Mar 14 - phone 13 10 11.

Driveaway earlybirds

DRIVEAWAY Holidays' earlybird saving deadlines on motorhome and car rentals and Peugeot leasing will expire on 31 Jan.

Deals include free days added to a Peugeot European lease, as well as 10% off motorhome rentals in the USA and Canada or 5% in Ireland and France.

Skywest loads at 51%

PERTH-based carrier Skywest Airlines has reported a 15.8% boost in passengers carried for the month of Dec, up 4,000 pax to 28,000 compared to 2011.

Available seat kilometres spiked by 39%, as revenue passenger kilometres rose by more than 27%, however load factors fell 4.6% to finish at only 50.9%.

Tiger Tuesday promo

TIGER Airways Australia has launched a 'Tiger Tuesday' sale valid for today only, offering fares priced from \$35 one-way on select travel dates next month.

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Conditions Apply. Taxes approx. \$830 - \$860* pp.

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Abel Rent a Car driven to court

BRISBANE'S Abel Rent a Car is being taken to court by the Australian Competition Consumer Commission for false advertising.

The competition watchdog alleges Abel Rent a Car's online and print advertising "misled potential customers about the true cost of hiring some of its vehicles."

According to its website, Abel has depots at Brisbane Airport, in

the city and surrounding suburbs.

The ACCC said extra mandatory fees, including an 'administration fee' and 'vehicle registration recovery' fee were being charged in addition to the advertised cost.

"Businesses cannot advertise a price for their goods or services then later add additional mandatory fees and charges, which make the total cost more expensive than initially represented," ACCC chairman Rod Sims said this morning.

The case is set for a directions hearing on 14 Mar 2013 in the Brisbane Federal Court.

Hahn Air group push

E-TICKETING platform Hahn Air has established a new Group Department to assist agents with group bookings of 10 or more pax.

The service is available on nearly all Hahn Air partner airlines as well as a host of other passenger airlines worldwide.

To access the Group Department go to 'Group request' form on the website www.hahnair.com.

MEANWHILE, Hahn Air has today activated interline e-ticket arrangements with Volotea (V7), Equafight (E7) & Gambia Air (3G).

East Africa Eclipse trip

SWAGMAN Africa has launched a Solar Eclipse Tour to East Africa in Oct that will visit game parks in Kenya and Tanzania, culminating at Lake Turkana in Kenya for the eclipse on 03 Nov.

Fully escorted from Australia, the tour includes flights, accom, most meals & sightseeing, and is priced from \$8,775ppst.

Citilink signs 25 neos

INDONESIAN low-cost carrier Citilink has inked a firm order with Airbus for 25 A320neos, valued at US\$2.4b at list prices.

The agreement with the Garuda Indonesia offshoot was signed last month, and follows orders placed in 2011 for Citilink by its parent firm for 15 A320ceo and 10 A320neo jets.

"The order underscores the A320 Family's position as the preferred choice for full service and low-cost carriers worldwide," Airbus coo John Leahy said.

Concordia refloat plan

AS THE capsizing of the *Costa Concordia* passes the 12-month mark, *USA Today* has produced an interactive account showing the process as to how the ship is being stabilised and refloated.

Work to salvage *Concordia* has been underway since May, with the latest estimates calling for completion of the massive project by the end of the northern summer.

Around 400 workers are on site day and night to raise the ship.

View the interpretation of the project at www.bit.ly/Concordiaup.



Window Seat

AS IF China wasn't cold enough at the moment, currently in the throes of winter, Shangri-La's luxury property in Harbin, China has opened, of all things, a new restaurant and bar made of ice.

The opening of the new facility, which maintains a constant room temperature 18-degrees below zero, coincides with the city's annual ice festival, which attracts hundreds of thousands of tourists annually.

Rich northern Chinese flavours and wintery designs decorate the icy dining room, caters to 90 people at a time and probably doesn't serve many spicy dishes.

The ice-eatery is open to hotel guests until 15 Feb, by which time it will probably become a slushie.



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DXB T1 renovation

NEW baggage systems, check-in desks and the modernisation of public areas will form part of a renovation project due to begin at Dubai Int'l in Q1 of this year.

QF/EK force CX strategy rethink

CATHAY Pacific Airways says the preliminary approval granted to Qantas and Emirates for their proposed partnership may force it to reconsider network strategy on its own 'Kangaroo Route'.

The carrier has expressed concern that Emirates' marketing niche, in which it offers 33 onward European destinations from Dubai compared to Cathay's seven from its Hong Kong hub, could impact on its own services from Australia. Cathay Pacific director of sales

and marketing Rupert Hogg said CX had always considered its own "kangaroo route" as an important part of its network.

But the QF/EK tie-up would pose as a competitive threat, but neither were "based in our backyard and sitting on all of our major traffic flows," Hogg said.

"We are fortunate to have a strong and dynamic underlying market, where half of the world's population is within a five-hour flight from Hong Kong, while China is the next big destination".

Hogg said Gulf carriers such as Emirates enjoyed a comparative advantage and that Cathay would need to source a Middle-Eastern airline partner in the long-term.

MEANWHILE, Emirates president Tim Clark has said Qantas would likely reconsider its involvement in the oneworld alliance, of which Cathay Pacific is also a member.

"We will see major realignments in the next 3-5 years since they are not delivering the value that certain carriers thought they were going to get," Clark said.

Travel Cafe concept debuts



CATERING to travellers who like to discuss their plans over coffee and a bite to eat, Sydney travel entrepreneur Trish White has opened what she described as Australia's first travel concept store in Sydney's Bondi Beach.

Dubbed The Travel Cafe by Whitestar Travel, White said her new outlet aimed to bring the world's of traditional and online travel together, along with savvy travellers, consultants, iPads and world-class coffee shop products.

"Travelling is mostly fun & people love to talk about their plans so I saw

this as a chance to not only create a tailored experience for a client face to face, but also to have the best online options at your fingertips too," White said.

Located on Glenayr Avenue, "it's a one-off travel agency where you can feel like your holiday has already started when you walk through the doors," Trish, **pictured** above, added.



US influenza outbreak

TRAVEL insurer SureSave has issued a reminder to agents with clients heading to the US to ensure they have adequate medical cover as the country recovers from an outbreak of influenza across all 50 states.

SureSave executive director Michael McAuliffe said that even though latest reports say the virus has reached its peak and is likely to peter out, travellers should still ensure they are covered.

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Daily	EK179	07:30	10:45

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Mantra trade sales new focus



ABOVE: The Mantra Group has unveiled its new look Australian Trade Sales Team, which will oversee all domestic, wholesale, inbound, retail and online leisure sales activity for the industry.

The team has earmarked 2013 as the year they will adopt a more client-specific approach to leisure sales, according to group director of sales, Kent Davidson.

"We wanted to create one streamlined trade environment whereby our clients have one point of contact for all sales activity & under this new structure our Key Account Managers can liaise on all aspects of distribution," Davidson said.

Mantra Group director of

leisure trade sales Paula Maxwell will oversee the team, to be based across the group's east-coast offices in Sydney, the Gold Coast and Sunshine Coast.

The team, **pictured** above, from left consists of Katie Webley, Onchuma Gusti, Rachael Hunter, Kimberley Jackson, Nikki Valis, Paula Maxwell, Nick Tani, Gus Chan and Kent Davidson.

Faster Allure internet

ROYAL Caribbean Cruises has signed a deal with 03b Networks to provide high-speed satellite-delivered broadband to guests aboard *Allure of the Seas* - the first cruise line to offer the service.

GPT/Celebrity package

GRAND Pacific Tours has teamed with Celebrity Cruises to present a 23-day Best of New Zealand by Cruise and Luxury Coach itinerary.

The itinerary includes a 12 night sailing aboard *Celebrity Solstice* between Sydney and Auckland, and a 10 night coach component into the heart of New Zealand.

It's priced from \$6,049pp ex Sydney, Melbourne, Brisbane and the Gold Coast, which includes a one-way Air New Zealand fare back to Australia.

The trip is scheduled to run on 04 Nov and 22 Dec 2013 and 10 Mar 2014 - for full details go to www.grandpacifictours.com.

Bali tourism funds dip

BALI has had its tourist promo budgets slashed by the provincial government to US\$110,000 for 2013, less than half of the 2012 figure, the *Bali Daily* reported.

Tuesday 15th Jan 2013

Wotif Fraser promos

TOURISM Fraser Coast has joined forces with Wotif to launch a new sales campaign aimed at driving sales from stressed out couples & young families needing a break after the festive season.

The Wotif Fraser Coast Natural Campaign will begin on Thu with a number of discount accom offers provided by Wotif, boosted by value-add bonuses through activity business GoDo.com.

Tourism Queensland has added its support to the new campaign.

Tourism Fraser Coast general manager Pip Close said the season following the Christmas school holidays and through to Jul was the period being targeted by the promotion.

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No agencies please.

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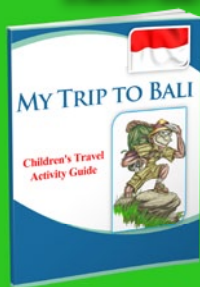
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children travel guide, valued at \$17 each.

These fun, education travel guides for kids help children learn about their holiday destination. Filled with games and activities teaching the culture, food, language and currency. Available to destinations around the world.

To win one of the guides, simply be the first reader to email the correct answer to the question below to:

childrenguide@traveldaily.com.au

How many Asian countries are featured on Family Travel Scoop?

Hint! Visit www.family-travel-scoop.com

Congratulations to yesterday's lucky winner, **Leigha Clough** from **Travelscene Ulladulla**.

Travel Daily

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Appointment in Aus

BRITISH travel and event management company The Appointment Group has launched a new local subsidiary, with offices based in Sydney and Melbourne.

Entitled TAG Australia, the firm's new Australian offices join those already in operation in New York, Los Angeles and its London base.

"The news of our expansion to Australia has been very well received," The Appointment Group CEO John Gianquitto said.

Queen high and dry

TWO Feb voyages operated by The American Queen Steamboat Company have been cancelled due to an extended stay in drydock.

The 07 Feb and 15 Feb voyages aboard the *American Queen* will no longer proceed as the vessel will have a new and more durable paddle-wheel driveshaft built.

SeaDream clarification

SEADREAM / guests will have a night on the ship (**TD** Mon) prior to disembarking in London on 11 May.

Koffel becomes a Princess



AS PRINCESS Cruises celebrates its tenth anniversary operating in Australian waters, the line has welcomed new public relations manager for Australia and New Zealand, Meg Koffel (**TD** 21 Dec).

Koffel is well known to the industry, bringing ten years in PR and six devoted to the tourism industry with Intrepid Travel and with Tourism Western Australia.

Regular viewers of Channel 7's *Sunrise* breakfast program will also know Koffel in her capacity as a regular travel commentator in her role with Intrepid Travel.

Koffel was excited at the new chapter in her life, saying she was "looking forward to sharing the Princess Cruises' story with the line's loyal followers as well as

newcomers to the brand".

Management of the new 'Linked by the Sea' blog on love stories sparked or rekindled at sea (**TD** Fri) will be one of the many facets of her new position.

Koffel is **pictured** here flanked by Princess Cruises' Australia marketing manager Nick Ferguson and comm. director Alan Stuart.

QR eye Indian carrier

QATAR Airways CEO Akbar Al Baker has said QR is interested in buying a stake in an Indian airline.

Bloomberg reports that Al Baker said the move would be aimed at taking advantage of new ownership laws allowing foreign airlines to invest in Indian carriers.

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AFTA UPDATE

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

I HOPE everyone has managed to have some sort of a break and reconnection with family and friends over the holiday season.

It is that time of the year and opportunities to do this may not present themselves again in the year ahead.

2013 is set to be a very big year for travel agents and the travel industry. First of all I am confident that the outbound travel patterns and passion of Australian consumers to go overseas will continue. All the forecasters and experts continue to confirm that the outbound travel industry is set for a good year. I hope that you in whatever role you play in the travel industry get your share.

It is also an election year federally, which for those political watchers like me get all excited about the fun and games that will unfold as we move into election mode. Nothing will be off limits this election as it will be a take-no-prisoners style dog-eat-dog cat fight style election I am sure.

It is bound to be entertaining and no matter who is the victor, travel will benefit as in 2013 we will be working with everyone in the industry to develop the solutions needed to future proof the travel industry and travel agents success.

I have kicked off the year with an express visit to Singapore to meet with IATA and the WTAAA on the New Distribution Capability that was being talked about late last year, or the NDC as it is referred to.

Based on the meeting that I have attended I don't think it is the dooms-day scenario that some have predicted. There is a long road ahead and AFTA will be at the forefront of the discussions with IATA, airlines and the global agency community.

The NDC is in real terms a protocol that over the next couple of years IATA will be encouraging all stakeholders to adopt. It is NOT a nasty big new GDS. In fact the GDS will play an important and paramount role going forward.

Like all things new, it is important to get all the information and over the coming months I am confident that this will be released. As a travel agent I think you should be more excited about NDC than sceptical and I assure you that the process in place to engage with the global agency community will include Australia.

Have a fantastic 2013 and I look forward to being on the journey we have ahead of us during this important and game changing year.



Canton route expands

CHINA Southern has announced it has expanded its Canton Route term to cover 1000 destinations accessible via its Guangzhou hub and SkyTeam alliance reach.

The carrier's executive vice-president He Zongkai made the announcement at CZ's sponsored Sydney Festival Summer Sounds concert this past weekend.

New Scottish Crowne

CROWNE Plaza will expand its reach into the Scottish market of Edinburgh, following parent firm IHG signing a hotel management agreement with Paragon Hotels, who manage the Roxburgh Hotel.

The 199-room property, which recently underwent a £7m refurb, will be rebranded as Crowne Plaza in the second quarter of 2013.



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Sun Island Tours is looking for the best Reservation consultant in Sydney!

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- Be an enthusiastic team player
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To apply simply email your resume to Julie at
julie@sunislandtours.com.au

Snorkel subs refurb

SNORKELLING tours aboard two newly refurbished submersibles have been launched by Great Barrier Reef tour operator Air Whitsunday.

The company's vessels *Sun Dancer* and *Coral Dancer* provide additional capacity for up to 30 passengers on snorkel day tours to its private Hardy Lagoon location from its Airlie Beach base.

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Tuesday 15th Jan 2013

EY Qld appointment

ETIHAD Airways has appointed Charles Morely (most recently with Air Niugini), as Manager Queensland, based in Brisbane.



Marketing Coordinator - Retail

With a history that dates back to 1927, the APT Group is Australia's premier travel company, operating throughout Australia, New Zealand, Europe, North America, South America, Asia and Africa. At present, we are experiencing a significant and exciting growth phase as we look to position the company as a truly global tour and cruise operator, and one of the world's leading travel companies.

Our Marketing Department plays an important role in maintaining and strengthening the APT, KWA, Travelmarvel and Botanica brands through strategic marketing activities. We are on the lookout for an up and coming marketing professional to join our dynamic team and assist them on their drive to increasing awareness and value of the APT brands resulting in maximising sales growth on all products within the APT brands.

Reporting to the Marketing Executive and assisting the marketing team, the Retail Marketing Co-ordinator's responsibilities include:

- Build and maintain excellent relationships with our key retail accounts, local travel agents and internal customers
- Coordinate, produce and dispatch advertising and marketing collateral
- Facilitate APT's participation at retail partner consumer expos/travel shows
- Assist in the development and implementation of advertising plans and budgets
- Report on results of national retail campaigns and marketing activity by key accounts
- Undertake regular competitor and campaign analysis
- Provide product detail for retailer partners to load for sale
- Assist with the execution of National Retail Campaigns
- Produce local marketing advertisements and marketing collateral for the Sales Team
- Assist internal departments with advertising needs – on request
- Communicate advertising and marketing collateral to all relevant departments within APT

The successful incumbent will possess the following experience and qualities:

- Tertiary Marketing Qualifications
- Retail Travel Agent Relationship/Industry Experience
- High attention to detail and proof reading
- Copy writing ability
- High level of customer service skills
- Deadline Driven with sound organisational skills
- Excellent written and verbal communication
- Proven reporting and analytical experience
- Ability to produce promotional material that is creative, tactical and response driven
- Ability to analyse and evaluate statistical information
- The ability to work within a team
- Analytical, flexible and be able to think outside the square
- Strong PC skills

If you enjoy working in a fast paced team environment, have a passion for excellent customer service and a genuine passion for marketing then this is the role for you.

Please send a cover letter and resume to
employment@aptouring.com.au

Samoa still open for business

TOURISM officials in Samoa have advised that repairs to hotels and resorts sustained during Cyclone Evan, which hit the islands during mid-Dec are well underway and on-track for quick reopening.

Evaluations on property damage are ongoing at Aggie Grey's Hotel and Bungalows, with the resort not accepting forward bookings for stays up to 31 Dec 2013.

Staff at Coconuts Beach Club Resort & Spa have been working hard to bring the resort back to full operation, with a reopening date set for 01 Feb, however the opening of its new Overwater Fales has been delayed to 01 Jun.

Sa'Moana Resort has undergone rebuilding works following the cyclone, but is on track to reopen for reservations from 01 Apr.

Sinalei Reef Resort & Spa has reopened, with the only damage reported as having occurred to the Ocean View & Beach Front Fales, which has since been rectified.

Samoa Tourism Authority

spokesperson Peter Sereno said the best way for travellers to help the islands would be to visit.

"In this short period of time the locals have been incredibly efficient with the clean up and it is business as usual in Samoa.

"Most of our properties are up and running & this includes most of our fale properties," Sereno said.

Agents with passengers booked at these and other resorts in Samoa are advised to check with their wholesalers for the latest information regarding their resort.

Tokyo private driver

SHANGRI-LA in Tokyo has launched an 'Explore Tokyo in style' package combining accom with access to the hotel's private limousine for chauffeured tours of the city or airport transfers for up to two hours per stay.

The offer is valid for stays of two nights or more before 30 Jun.

Visit www.shangri-la.com/jp.

Peru Travel Mart rego

REGISTRATIONS for the Peru Travel Mart in Lima, hosted by PromPeru and CANATUR on 23-26 May, have opened - more details at www.ptm-perutravelmart.com.

WIN A HOLIDAY TO SINGAPORE

WIN THIS MONTH'S GRAND PRIZE

- Four nights at **Grand Park City Hall, Singapore**
- Two return economy flights from Sydney to Singapore on **British Airways**
- Airport transfers



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WIN THIS WEEK'S PRIZE

- Three nights at **Park Hotel Clarke Quay**



PARK HOTEL
CLARKE QUAY

Throughout January, **Travel Daily** is giving readers the chance to win an incredible grand prize of a trip for two to Singapore, including flights and accommodation, courtesy of **Park Hotel Group** and **British Airways**.

Park Hotel Group is also giving away three weekly prizes of hotel stays in Singapore and Hong Kong.

To win the second weekly prize, simply answer Question 2 (below) by close of business on Friday 18th Jan 2013. The subscriber with the most creative answer will be the weekly winner.

There will be three questions throughout the month. At the end of January the **TD** reader with the most creative responses to **all three** questions will win the grand prize of a holiday for two people to Singapore, flying British Airways.

Q2: Aussies love Clarke Quay. Apart from location, what do you like about Park Hotel Clarke Quay?



Send your entries to: parkhotelcomp@traveldaily.com.au

[CLICK HERE](#) for terms & conditions



PARK HOTEL GROUP

BRITISH AIRWAYS

HotelClub mobile app

HOTELCLUB has introduced its new application for iPhone and iPad, featuring interactive map searching tools, last minute hotel discounts and search filters.

Hawaii Island Air sold

HAWAIIAN inter-island airline Hawaii Island Air has entered into an agreement for the purchase of the carrier with an undisclosed buyer, according to a statement from the operator.

Island Air management say they hope new ownership will be in place within eight weeks.

Skywards bonus miles

EMIRATES is offering members of its loyalty scheme the chance to accelerate their Skywards Miles when booking flights between Jan - Mar, and opting-in by 31 Jan.

Bonus miles vary based on booking class of travel and city pairings, ranging from 500 in Economy class and up to 16,000 in First Class.

Anzac tour last spots

TEMPO Holidays is urging agents to secure spaces for clients on its 2013 Anzac Day tours in Gallipoli, with trips "selling fast."

WINGS AWAY & CRUISELAND

It's a new year. Do we have the new YOU?

Wings Away Travel & Cruiseland Melbourne are on the lookout for innovative Travel Designers.

We want people to join our team who;

- ✓ Have a burning passion for travel – doing, discussing, selling
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- ✓ Enjoy confidently designing creative itineraries combining your knowledge and expertise with our specialist supplier partners
- ✓ Want to be part of a true team, in a premier agency.

We are also looking for that special, mature, someone to be the 'face' of Wings Away for Front of house/customer liaison. A bright, intuitive disposition and an impeccable telephone manner are vital, as are superior time management skills. Light book-keeping and administration duties are also part of this senior position.

If you would like to know more in detail, check out the individual job descriptions on our website Under Meet The Team or send your resume to Andrew@wingsaway.com.au

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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▶ HOT ROLES OF THE WEEK

Senior Government Account Manager - Canberra

- ✓ If you have previous Corporate TMC& government exp. this could be your next role!
- ✓ Excellent salary on offer, 100K + Quarterly Bonus
- ✓ This role is to implement and proactively manage relationships with the Federal Government and coordinate with relevant internal stakeholders

Please contact Jessica Tsolakis on 0423 935 502 or email jessica@tmsap.com

Business Development Manager - Sydney

- ✓ Competitive Salary + Super + Bonus
- ✓ Identify new business opportunities
- ✓ Analyse your corporate clients travel policies, provide recommendations for cost saving opportunities & negotiate contracts
- ✓ Must have previous Corporate TMC experience

Please contact Ainslie Hunt on 02 9231 6444 or email ainslie@tmsap.com

Int'l Travel Consultant (Cruise) - Sydney

- ✓ Join the booming Cruise Industry with an established cruise company in the CBD
- ✓ Book and sell cruising packages and leisure travel to the direct public and agents
- ✓ No face-Face, this role is via phone & email only!

Please contact Marie Anderson on 02 9231 6444 or email marie@tmsap.com

Air Contracting Consultants - Brisbane

- ✓ Our client needs experts in airfares
- ✓ High Customer Service qualities a must
- ✓ This is a behind the scenes role
- ✓ Have your weekends free & work Mon-Fri
- ✓ Exceptional earning capacity, don't miss out!

Please contact Alex Sleba on 0402 289 769 or email alex@tmsap.com

Online hotel account manager - Sydney

- ✓ Global online hotel company
- ✓ Excellent career opportunities
- ✓ Require strong customer service skills
- ✓ Exciting, young and dynamic culture
- ✓ Hotel background or digital desirable

Please contact Sally Frape on 02 9231 6444 or email sally@tmsap.com

Corporate Travel Consultant - Richmond VIC


- ✓ Min. 3 yrs consulting exp, Amadeus preferred
- ✓ Up to \$55k plus super, Mon – Fri only
- ✓ Boutique agency within Modern offices
- ✓ Excellent management and team environment
- ✓ Mixture of Corporate & Corporate Leisure

Please contact Sharon Moss on 02 9231 6444 or email sharon@tmsap.com

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LOVE SHOPPING ONLINE?

**ONLINE PRODUCT CO-ORDINATOR/CONSULTANT
SYDNEY – SALARY PACKAGE FROM \$49K +**

Are you looking for something different? Bored of your current consulting role? This exciting, varied online role will see you assisting the Account Manager with the setup of new hotel products, including negotiating competitive pricing, online imagery and loading of new products into the system. Enjoy a fast paced working environment working for a world leading online travel company with great opportunities to grow within the company. Web savvy agents, apply today!

NO MORE FACE TO FACE SALES!

**WHOLESALE TRAVEL CONSULTANT
SYDNEY – SALARY PACKAGE \$60K +**

Tired of face to face sales? This established company is looking for an enthusiastic travel consultant where all enquiries are managed via phone and email so no more walk-ins and time wasters! Enjoy booking exciting holidays including diving, surfing, cruising, weddings, honeymoons & more! From Luxury 5 star resorts, boutique hotels & cruises to gorgeous destinations. Enjoy a high base salary + uncapped commission. Min 3 years travel industry experience required.

SENSATIONAL ROLE WITH ALL THE BENEFITS CORPORATE CONSULTANT

PERTH (INNER) – SALARY PACKAGE \$65K (DOE)

This is one of those rare opportunities – a role where you will be doing what you do best and rewarded generously in return. Our client is looking for an experienced corporate consultant to join their team. On offer to the successful candidate is normal working hours 8.30am – 4.30pm Mon to Fri, 17.5% leave loading, a uniform, a car park and 6 weeks annual leave. This role really does have it all so contact AA Appointments today!

CALLING ALL GROUPS CONSULTANTS

**GROUPS RESERVATION CONSULTANT
PERTH (INNER) – ATTRACTIVE SALARY ON OFFER**

Do you have a passion for booking exotic destinations and have previous experience selling group travel? This role will see you consultant on a variety of bookings from school groups to extravagant wedding parties. Working Monday to Friday you will be offered sensational famils and site inspections & join a fun team who will offer you many opportunities to shine. Call us today!

GET THAT WORK/LIFE BALANCE IN 2013

**SENIOR RETAIL TRAVEL CONSULTANT
MELBOURNE (INNER) - SALARY PACKAGE DOE**

Work for this reputable retail chain and you will find the change you have been looking for in 2013. With a min of 2 years consulting experience behind you, in this role you will be servicing a mix of both leisure & business clients in the heart of the city. Working Mon to Fri, you will be joining a highly successful team who encourages their staff to have a work/life balance. This role is not to be missed, contact AA!

LOVE SURVIVOR?

**ADVENTURE TRAVEL - TEAM LEADER
ADELAIDE (INNER) - SALARY PACKAGE \$80K (OTE)**

This is your chance to be part of history. Our client is launching a new adventure travel brand and is looking for an experienced consultant to manage a small team and assist with the development of this new travel brand. With fantastic perks on offer, you must have previously consulted for a min of 4 years with previous management experience and a keen interest in outdoor active sports and/or adventure travel.

HAVE A WHOLE LOT OF FUN AT WORK

**WHOLESALE CONSULTANTS
BRISBANE CBD – SALARY PACKAGE \$45K - \$55K OTE**

Looking to jump behind the scenes? Want to work for a company where hard work and a desire to succeed is recognised and rewarded? Well it's your lucky day. We currently have a number of opportunities within this leading travel company to work as part of their wholesale teams. You'll love handling enquires only from travel agents and specialising in domestic products. All you need is a minimum 12months travel industry experience and a great attitude.

**LET THE SUNSHINE IN
INTERNATIONAL TRAVEL CONSULTANT
MACKAY - SALARY PACKAGE \$55K OTE**

Banish those cloudy days from your world for good with this brand new role in magical Mackay. You'll love working in this fun and friendly team whilst handling the leisure travel needs of a range of clientele. A strong salary package is on offer plus a rewarding commission structure, top famils, ongoing training plus much more. You will be someone who loves selling travel and has a min 18 months industry experience. Put some sunshine back in your day – apply now!