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Travel Daily

First with the news

Thursday 14th November 2013



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Exhibition earlybirds

SPECIAL earlybird rates for next year's Travel Industry Exhibition expire at the end of this month.

Prices will go up by \$10 per square metre from 01 Dec, with the show being the only B2B trade exhibition in Australia.

The Travel Industry Exhibition, sponsored by **Travel Daily**, will take place in Sydney on 18-19 Jul, in the lead up to the adjacent National Travel Industry Awards.

Email pprakash@etf.com.au.

Virgin seeks \$350m in cash

VIRGIN Australia has confirmed that it will work with Air New Zealand, Singapore Airlines and Etihad towards "future board representation," with all three foreign carriers supporting VA's \$350m capital raising announced this morning (**TD** breaking news).

The move will further deepen relationships between the airline partners, with Virgin chairman Neil Chatfield saying the carrier believes that "significant further benefits can be achieved from our alliances".

Virgin will issue 925 million new shares at 38c each to improve its liquidity and debt levels, with NZ, EY and SQ all confirming they will

take up their entitlements in full.

Richard Branson's Virgin Group will also maintain its 10% shareholding in the carrier, while Singapore Airlines and Etihad will also enter into "cash settled derivatives" while they seek any regulatory approvals required to lift their stakes in Virgin Australia.

The offer will also see the termination of Virgin's existing \$90m airline shareholder term loan facility (**TD** 30 Aug) which has not been drawn down.

CEO John Borghetti said the money raised will help Virgin to "consolidate initiatives as part of the Game Change Program strategy."

He said that due to the ongoing uncertain economic environment, competitive challenges and market volatility "we are unable to provide profit guidance for the 2014 financial year at this time".

JQ 787 inaugural vid

TRAVEL Daily TV has produced an exclusive video taken on board yesterday's inaugural Jetstar 787 Dreamliner flight between Melbourne and the Gold Coast.

The video showcases the features of the aircraft as well as an interview with Jetstar Group CEO Jayne Hrdlicka.

To view click on the logo  or see traveldaily.com.au/videos.

Seven pages of news

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Krieger joins ETM

EVENT Travel Management has appointed events industry guru of 15 years Karen Krieger as Sales Manager, effective immediately.

Krieger was previously the Event Director and Portfolio Leader for Sydney-based events including the Exhibition & Trade Fairs (ETF), Australian Business Events Expo (ABEE) and Sydney's Event Showcase.

More of the latest 'Industry Appointments' on **page six**.



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Thailand COMPANION Economy Class Sale On Now!
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Fraser's mobile saving

FRASERS Hospitality is offering a 10% discount on its 'best rate of the day' at its hotels in Sydney, Melbourne and Perth when booking via its mobile website.

Discounts only apply to same day reservations.

FC ramps up Escape push

FLIGHT Centre is moving forward with plans for its Escape Travel franchise model (**TD 23** Oct), today announcing that Yela Wilson will be responsible for developing and overseeing the expansion of the brand.

Wilson, who's been with Flight Centre for 25 years and is currently gm retail NSW/ACT, "is one of the company's most experienced leaders," according to chief operating officer Melanie Waters-Ryan.

"She is the ideal person to work alongside prospective franchisees

to develop their businesses and to ensure they gain the full benefits from their association with FLT".

Just eight of the 140-strong Escape Travel store network are currently franchised, with the relaunch of the model potentially capitalising on unrest within JTG as it debuts its new *helloworld* brand.

Benefits of the Escape franchise model touted include access to the global product range and "advertising, branding and marketing structures that have underpinned FLT's growth".

DFAT on Philippines

PHILIPPINE-BOUND travellers are being advised by DFAT to "reconsider their need to travel" to areas of the country affected by Typhoon Haiyan as authorities carry out relief operations and restore essential services.



EXCLUSIVE SOUTH AMERICA ON SALE
> FIND OUT MORE
*Conditions apply

Bigger bags for SIA

SINGAPORE Airlines is bulking up passenger checked baggage allowance across all classes of travel by a further 10 kilograms.

Effective tomorrow, pax flying on Singapore Airlines & SilkAir will be entitled to allowances of 50kg in Suites and First, 40kg in Business and 30kg in Economy.

Pax flying in Suites, First Class & Business Class to/from the USA will have their current two 23kg piece allowance raised to 32kg.

The additional allowance comes in response to customer feedback "and reaffirms our commitment to constantly enhancing customer service," SIA senior vp of sales & marketing Chin Yau Seng said.

An additional 20kg allowance for members of KrisFlyer Elite Gold and Star Alliance Gold will continue to be available.

ACTE global president

KURT Knackstedt, the Singapore-based global category lead of travel and expense management for Rio Tinto, has been named as the new president-elect of the Association of Corporate Travel Executives.

EU liquid changes

AUTHORITIES in Europe have flagged an easing in LAGs restrictions, which will allow travellers on connecting flights to carry on larger containers of duty free liquids obtained at EU airports or on board an aircraft.

The duty free must be packed in security tamper-evident bags with proof of airside purchase.

An EC spokesman said the move was the first step towards a potential "complete lifting of restrictions in 2016."



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Sales and departures until further notice.
From **AUD 1,111*** pp incl taxes & port charges.
*Conditions Apply.
CLICK HERE for further details

EK backs helloworld

JETSET Travelworld Group's new *helloworld* business model, developed under ceo Rob Gurney has earned the endorsement & contractual support of Emirates.

Divisional senior vp commercial operations east, Barry Brown, said Gurney has been transparent with the Dubai-based airline about the vision and business process.

"He has included us as a true partner and sought feedback and advice from senior management."

Brown said EK has established close ties with all the JTG brands, and the carrier "concurs that the purchasing power and marketing reach the single brand will provide is sound and the airline has now agreed its full contractual support."

Express Hotels

EXPRESS Ticketing this morning announced the "imminent release" of its new B2B wholesale booking system.

Dubbed Express Hotels, the system will feature bookable content for more than 230,000 hotels and apartments.

It will also have 55,000 transfers and over 10,000 tours, attractions and theatre tickets as well as "global premier sports event ticketing" with an inbuilt loyalty program and multi-currency and multi-lingual facilities.

The system has been developed in partnership with Innstant Group, with full details to be revealed at the Independent Travel Group business forum in Hong Kong next week.

Finnair strike alert

PASSENGERS flying with Finnair between 15-23 Nov have been given the option to postpone flights due to uncertainty of whether services will operate.

The call comes ahead of possible strike action called by Finnish Cabin Crew Union and Finnish Aviation Union.

If the strike proceeds Finnair's Sydney reservations dept will be open 9am-3pm this Sat and Sun to help out on 1300 132 944.

A schedule of flights expected to operate on 15 Nov can be viewed at www.bit.ly/AYstrike.

Excite units going off

DEMAND for apartments in the USA, Europe and Australia is on the rise, with Excite Holidays reporting 32% growth from the sector in the past three months.

CEO George Papaioannou said competitive pricing, high quality amenities and convenience are all driving forces for apartments.

Popular overseas cities where apartments are in demand include London, New York, Paris, Hawaii, Dubai and Orlando.

Swagman Sabi special

SABI Sabi Bush Lodge in South Africa can be booked for three nights with free flights ex Jo'burg and a complimentary 30-minute spa massage, when booking stays in 2014 with Swagman Tours.

The offer is available during Nov only, priced from \$2,195ppts.

To book, phone 1800 808 491.



Window Seat

WASHINGTON DC's attraction dedicated to all things media, the Newseum, has opened a new exhibit based on the Will Ferrell comedy classic *Anchorman: The Legend of Ron Burgundy*.

The new attraction comes in the lead-up to the release of the *Anchorman 2* sequel, and features costumes and props from the movie including the "iconic burgundy business suit" worn by the fictional newsmen.

QANTAS is making the most of its association with Cricket Australia, this week unveiling special livery in support of this summer's Ashes campaign.

One of QF's 737-800s (**below**) now sports the new look which includes a gigantic cricket ball, the tag line "now it's on our turf" and a cheeky kangaroo on the tail clutching the hallowed urn (**right**).



SINGAPORE AIRLINES 

Sales Executive - Brisbane Sales Office

Singapore Airlines is offering an opportunity for a highly motivated individual to join our Brisbane sales team in the position of Sales Executive.

The successful candidate will be responsible for,

- Identifying and implementing strategies to meet revenue targets.
- Researching and sourcing new business opportunities (corporate, MICE, leisure) and converting leads into sales.
- Forging and maintaining strong relationships with existing and new accounts (Corporate customers and travel trade)
- Maintaining an accurate and ongoing sales pipeline
- Preparing regular reports on market activities and initiatives to enhance the Company's position in the market.
- Representing the Company at seminars, conferences, product launches, trade and public expos.

The successful candidate will need to demonstrate the following,

- Proven ability in business development roles.
- Sound industry knowledge.
- Proficiency in PC skills including Microsoft Word, PowerPoint and Excel.
- Excellent time management.
- Superior negotiation, presentation and communication skills.
- Willingness to travel within QLD, interstate and overseas.
- Australian citizenship or Permanent Residency status.
- Current drivers license and own car.

A minimum of 3 years experience within the travel industry with a business development background, or similar, would be an advantage.

Applications will be treated in strict confidence and should be forwarded by 5pm Friday, 22 November 2013 to Michael Kirkby, Sales Manager QLD via Marnie_Scrogings@singaporeair.com.sg or by mail to GPO Box 49 Brisbane QLD 4001.

Only those applicants who are successful in gaining an interview will be notified.

Business Development Manager, Brisbane, QLD



Are you highly motivated and wanting to embark on the all-important 'next step' in your career? If so, **FCM Travel Solutions** is seeking a driven and ambitious **Business Development Manager** to join their Brisbane based team. The right candidate will use their sales expertise to scout new leads, develop profitable client relationships, and secure fresh business opportunities. The successful candidate will be rewarded with a **competitive, performance-driven and UNCAPPED salary package**, with global career advancement and travel opportunities!

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Westin Singapore

STARWOOD Hotels & Resorts has opened its newest property in Singapore this week, the 305-room Westin Singapore.

The property is located between levels 32 and 46 of the new Asia Square Tower 2 development in Marina Bay, and features a mix of Executive Club rooms, Sea View Suites, Harbour View Suites and a Presidential Suite.

Post Anzac Day tours

ALBATROSS Tours is spruiking its 'All Quiet on the Western Front' trip to France and Belgium, available after the annual Anzac Day commemorations, "when the crowds have all disappeared."

The eight-day itinerary retraces the steps of 'Diggers' during the Allied battles of the Western Front, visiting Somme battlefields and the Menin Gate in Ypres.

It departs between 27 Apr & 13 Sep, priced from \$2,589ppts.

Dodgy invoices in Qld

TOURISM & Events Queensland is advising operators within the state to be aware of some shonky invoices that are being sent from 'Queensland Tourism'.

Payments for an "annual website listing on QLDTourism.com" are sought, which are not legitimate, as they "have not been issued by TEQ or our provider," TEQ said.

"We would strongly advise against paying such invoices without first seeking clarification or their authenticity," TEQ added.

Tigerair 2-4-1 promo

NO FRILLS carrier Tigerair has launched a 2-for-1 promo across 16 routes in Australia, with fares leading in at \$49.95 for two people on the Sydney-Gold Coast and Melbourne-Adelaide routes.

Passengers need to travel on the same itinerary and booking.

The sale is based on 'Raw' fares & runs until midnight Tue 19 Nov.



JQ Dreamliner gets trade tick

JETSTAR pax on board the inaugural 787 Dreamliner flight from Melbourne gave the new jet an enthusiastic 'thumbs up' when they flew into the Gold Coast Airport yesterday.

Twenty-five travel agents were invited by JQ to try out the 787, praising it for being quiet, spacious and very comfortable.

As **Travel Daily** found, there is lots of 'gee whiz' stuff on board, such as oversize windows that dim electronically and large seat-back IFE systems that have USB ports for smartphones & tablets.

The first thing you notice is the sense of space, the raised ceiling, the larger luggage bins and the LED lighting that makes for a less



confined cabin.

Business Class offers 21 seats featuring a 9" recline, 38" pitch & 19" wide seat cushion, while the 314 Economy Class seats have a 3-3-3 configuration and 30" pitch and 5" recline.

Pictured mid-flight from left are Vito Romeo, Express Ticketing; Jaclyn Snell, Jetstar manager sales Australia; Barclay Cox and Kellie Anderson, Allure Travel and Christine Field, Express Ticketing.



The Qantas unmissable sale.

1 million Qantas Points to be won!

Qantas is delighted to invite all travel consultants to be a part of our sale celebrations with the opportunity to win One Million Qantas Points!*

Simply enter an OSI into each booking between 14 and 27 November 2013 (inclusive) that includes at least one International or Domestic flight with a "QF" flight number.

For more information including entry details, visit the Qantas Industry Sales Site at qantas.com/agents or speak with your Qantas Account Manager.



ASTOR Perth-bound

CRUISE & Maritime Voyages' ASTOR ship has begun its journey to Australian waters, with the vessel departing Rome last week & due in Perth on 11 Dec.

CHC trams in action

CHRISTCHURCH continues its revitalisation following the Feb 2011 earthquakes, with the city's iconic trams back on track, albeit initially operating on a short route.

The trams were not impacted directly by the quake, only the tracks, and have now been fitted with new screens and video content depicting what the city looked like pre-earthquake.

Two further stages will see the route extended over the next 12 months.

Christchurch and Canterbury Tourism ceo Tim Hunter said the trams provide additional business to the heart of the city.

HX, UO GDS deal

TRAVELPORT has signed a new multi-year contract agreement with Hong Kong Airlines (HX) and sister carrier Hong Kong Express Airways (UO) for distribution of the carriers fares and route info.

HX operates regional services to 10 destinations within China and Vietnam, while the LCC UO flies to nine destinations within Asia.

Sydney has been flagged as a future port for HX (**TD 07 Jul 11**).

ANZ top Alaskan int'l market



ALASKAN tourism officials are in Australia to capitalise on the surge in visitors from down under.

At an agent roadshow in Sydney last night, they revealed that AU/NZ combined has become their number one international market into Alaska, surpassing Germany and Japan that had held that distinction for 20 years.

"Australia is a very important market for us, people have a real fascination with Alaska," vp for Visit Anchorage Davis Kasser said.

"The great thing about the Aussie market is that the average stay is three weeks. They like the

snow, wildlife, glaciers and our natural beauty," added Kasser.

Agents were able to mingle with over 10 key Alaskan operators from railroads to hoteliers, and day boat operators attending.

"More than anything, we want to service the market here, there are tour operators who are putting together product and they want to know what's new in Alaska; we're here to help them," he said.

Kassar is **pictured** left with Sue Jones, Canuckiwi Ltd; Buzzy Chiu, Fountainhead Hotels, Fairbanks & Greg Allison, Fairbanks CVB.

A&K nights in Rome

ABERCROMBIE & Kent is offering a bonus three free nights stay at the Hotel Eden in Rome when booking its six-night Classic Sicily itinerary on select dates between now and 21 Mar.

The journey visits Erice, Palermo, Agrigento, Ragusa, Catania and the UNESCO World Heritage Listed city Syracuse.

Complimentary nights can be used as either pre or post accommodation to the tour, which is priced at \$8,295ppts.

Bali's best year ever

FOREIGN arrivals into Bali continue to skyrocket, with more than 309,000 visitors in Sep - up 26.9% year-on-year, new stats from the Tourism Ministry released this week indicate.

The figure puts Bali on track for its best year of foreign tourist arrivals in history.

Just over 600,000 Australians have travelled to Bali during the calendar year ending Sep 2013, down 1.11% on the year prior yet still the destination's main market.

WIN A NYE OPERA HOUSE EXPERIENCE

Win the most fabulous New Year's Eve experience in Sydney!!!

Travel Daily is giving away two A Reserve double passes to either the New Year's Eve Gala Concert or La bohème at Sydney Opera House, valued at \$708-\$808.

The winners will also have the opportunity to purchase the Midnight Party tickets to go along with the performance at \$269 each.

For your chance to win, answer the question below in 25 words or less, and send it by COB on Friday 15th November to: NYEopera@traveldaily.com.au.

Why would going to an opera event at Sydney Opera House be a great New Year's Eve experience?

OPERA AUSTRALIA



Managing Director - Sydney

The Board of ATEC is seeking an outstanding person to lead the organisation, provide member value and make a significant contribution toward the further development of this important industry.

To fulfil this role this person will have a record of outstanding leadership and communication skills, strong business and management ability, exceptional strategic planning and implementation capabilities and the ability to articulate a clear industry vision and direction. Extensive and successful experience in influencing leading political and business representatives is considered essential, as is a strong understanding of the tourism industry. Participation in the tourism industry at a senior executive level will be regarded favourably.

Further information on the role may be obtained from gemma.sinnett@atec.net.au or you can contact Gemma on 02 8262 5500.

Applications to be directed to chairman@atec.net.au
Applications close COB 26 November 2013.



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Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

The **Globus Family of Brands** has appointed **Mark Windsor** as its new Groups Business Development Manager. Windsor is well known to the industry through previous roles with TUI Marine, Grand Pacific Tours, Accor, I-Xplore and Marriner Group. Globus has also named **Shaun McIntosh** as Area Sales Manager, Western Australia. **Laura Hewitt**, ex Wendy Wu Tours, is the company's new Area Sales Manager, New South Wales West, while **Chris Hill** has joined Globus as Area Sales Manager, New South Wales North. He moves from Flight Centre Business Travel.

Destination NSW has appointed **Samantha Cameron** as its new Country manager for New Zealand. The organisation has also named **Haruhiko (Harry) Niihori** as its new Country Manager for Japan.

Chris le Roux has been appointed as NSW/ACT sales manager for **Bench International**. He moves to the Africa specialist from the Globus Family.

Starwood Bali Resorts Collection has named **Lillian Tan** as Cluster Director of Sales & Marketing for the newly opened Sheraton Bali Kuta Resort and Le Meridien Bali Jimbaran. She'll also oversee the opening of The Westin Ubud Resort & Spa and The Sarasvati, A Luxury Collection Resort & Spa in the coming years. Also new to the group is **Marlieke Janssen** who's Cluster Digital Marketing Manager.

Miki Wakai has been appointed as the **Hawaii Tourism Authority's** new Tourism Brand Manager for Japan.

Wyndham Vacation Resorts Asia Pacific has appointed **Bruce Harkness** as its new Vice President, Human Resources.

Dianne Castrissios has joined Hobart's **Wrest Point Hotel and Conference Centre** as C&B Events Coordination Manager. Her career includes many years with the National Convention Centre in Canberra.

Rancho Valencia Resort and Spa has welcomed **David Shipman** as its new general manager. The upmarket property in southern California is the region's only Relais & Châteaux property.

Garuda Indonesia recently named **Uun Setiawan** as its Vice President for Australia/South West Pacific.

Air Marketing Asia Pacific has been appointed as the regional sales, marketing and PR representative for Thailand's **Andakira Hospitality Group**, which operates properties in Patong and Bangkok.

Egencia in 62 nations

EXPEDIA'S travel management business Egencia has expanded its global footprint to 62 countries after signing a new online service in Turkey and partnerships in the Baltic States & Latin America.

Jumeirah correction

ISLAND Destinations' is a new wholesale seller of the Jumeirah Dhevanafushi & Jumeirah Vittaveli in the Maldives (**TD** yest) but not the local representative of either property in the Australian market.

All EK 380s to Munich

EMIRATES will deploy another A380 on its second daily service between Dubai & Munich starting 30 Mar, replacing the current B777-300ER used on the route.

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Austria really takes the cake



AUSTRIA will be "really greeting Sydneysiders in a big way" over the next three days, according to Astrid Mulholland-Licht from the Austrian National Tourist Office.

The occasion is the farewell performances of Sydney Symphony Orchestra conductor Vladimir Ashkenazy, who has chosen Austrian composer Mahler's Symphony No. 5 for concerts this week.

Austria - which is promoting the branding tag-line 'arrive and revive' - will engage with the audiences for the events, inspiring them to "come to Vienna and eat cake," among many other activities on offer.

To launch the promotion, Mulholland-Licht yesterday hosted a delightful afternoon tea at the Sydney Opera House complete with chocolate cake flown all the way from Vienna.

Original Sacher-Torte from the Sacher Hotel in Vienna - the "cake of cakes" - was accompanied by authentic Gugelhopf teacake and

Austrian strawberry tarts - all served by real live "cake ladies".

Astrid Pockfuss from the Vienna Tourist Board gave attendees a comprehensive update on the huge array of new tourism offerings in Vienna including museums, hotel developments, tours, balls and commemorations.

Salzburg was also in focus, with new offerings including the free Flachau ski shuttle allowing an easy day trip in the snow.

Pictured above with the cake ladies are, from left, Astrid Mulholland-Licht, ANTO; "the other" Astrid Pockfuss from the Vienna Tourist Board; and Ursula Sigrid Wagner from the magnificent Hotel Sacher.

AYQ Resort for kids

AYERS Rock Resort has launched its free School Holiday Activities program, packed with Indigenous cultural options such as spear & boomerang throwing - details at ayersrockresort.com.au/family.

voyager^{ti}

Supplier Relations Coordinator
Melbourne based

Independently owned, Voyager offers a personal 'family' environment that promotes a healthy work-life balance. Voyager takes pride in providing a 'high touch' service level to clients, where going the extra mile is considered to be the norm.

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Travel Consultant
part time
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Our fast growing boutique travel business specialises in niche sporting group travel (including golf, adventure & equestrian trips). We are currently looking for a experienced part time consultant to join our team. Applicants must demonstrate sound understanding of Sabre GDS, good fare knowledge, attention to detail with the ability to work under their own direction as well as part of a team. Hours and remuneration negotiable.

Please send CV to peter@thetravellinggolfer.com.au

Lindblad loving new Aussie life



AUSTRALIA is the third largest producing geography of travellers worldwide for intrepid sea-farers Lindblad Expeditions.

Company head Sven Lindblad - last night joined his son Jeremy - now positioned to head up business development for the operation in Australia - at Sydney's Taronga Zoo to launch Lindblad's new Explorations brochure.

Lindblad Expeditions operates a fleet of ten ships across all seven continents, with 45 different itineraries available in Australia.

More than 250 former guests of Orion & Lindblad Expeditions were in attendance to meet company leaders, expedition planners and renowned anthropologist Lawrence Blair, who has been exploring remote regions of Indonesia for around 40 years.

In Mar next year, the Kimberley-

based *Orion* will be rebadged as the *National Geographic Orion* and will offer nine departures in the region next season.

"Coming to Australia was the best thing we ever did," founder Sven Lindblad commented.

"Having an office here basically gives us a foothold to really speak to the folks here, to produce wonderful marketing material and to offer product in Australian dollars and to be on the ground to be able to introduce ourselves to local agents," Jeremy told *TD*.

He reiterated that the *Orion* will continue to be based in Australia.

"Australia is the *Orion's* home because she's born out of Australia...she knows these waters well, she's sailed these waters well," he added.

Jeremy Lindblad is pictured above left with father Sven.

ATEC member survey

THE Australian Tourism Export Council is running a members-only online survey which will see the group giveaway a \$200 Myer gift card to one delegate.

Members are queried about their business, self-promotion and ATEC's services & benefits.

Questions include identifying what social media channels members are using & what areas they would like to see ATEC's education programs expanded to.

Details at www.bit.ly/atec13s.

Gold Coast hotel deals

THE Mantra Group is cashing in on the Gold Coast's 'Theme Park Capital of Australia' campaign (*TD* 09 Oct), releasing a range of deals at its 18 properties in the region under the Mantra and BreakFree Resorts brands.

Five-night deals at the BreakFree Moroccan & BreakFree Diamond Beach in a two-bedroom unit start at \$145 and \$154 per night respectively, while a three-night package at Mantra Sun City in Surfers Paradise starts at \$213

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DL Boston expansion

DELTA Air Lines is expanding its Boston Logan Airport operation with new routes & frequencies to commence from early next year.

The new routes include a thrice weekly operation to Las Vegas, launching 06 Mar, coupled with daily services to Jacksonville, Florida and Richmond, Virginia, starting 03 Mar and 06 Mar.

Also new is a second daily flight to Los Angeles, effective 07 Apr.

Hawaii property sold

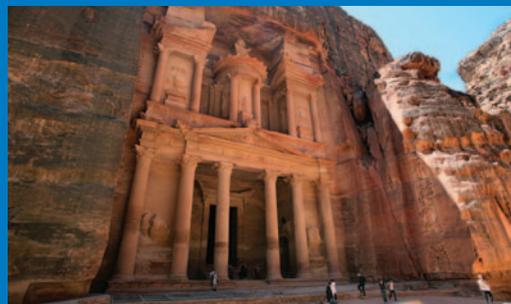
OHANA Waikiki West, one of the most popular hotels among Australian travellers, has been bought by an investment group based in Boston and Honolulu.

The new owners are planning to carry out a phased renovation project from Q2 next year as a move to upgrade the property to appeal to new upscale markets.

Improvements will include a new full-service restaurant, lobby and pool upgrades, a redesign of the 659 hotel rooms and the installation of new eco-friendly power and water features.

Outrigger Enterprises Group will retain management rights for the property throughout the changes.

WIN A HOLIDAY TO JORDAN



This month *Travel Daily* is giving readers the chance to win a holiday to Jordan, courtesy of **Jordan Tourism Board, Greece and Mediterranean Travel Centre** and **Royal Jordanian Airlines**.

The prize includes:

- Two Economy Class return airfares from Royal Jordanian port in Australia to Amman
- Seven day tour of Jordan, including Jerash, Dead Sea and Petra
- 6 nights accommodation
- Air conditioned transportation, entrance fees and meals.

Each day *Travel Daily* will ask a Jordan-related question – just read the issue and email us your answer. There will be 21 questions in total. 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 incredible Jordan holiday.

Email your answers to: jordancomp@traveldaily.com.au

Click here for terms & conditions of the competition.

Q. 10: Who was baptised in Jordan?



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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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL AA

JOB OF THE WEEK

NATIONAL OPERATIONS MANAGER PERTH- EXECUTIVE SALARY PACKAGE

Do you have impeccable MANAGEMENT skills within the corporate sector? Have the ability to manage a National team? This company is looking for a senior operations manager who has the capacity to create a solid team working environment while focusing on the development of the department nationally along with ensuring the brand is promoted in line with the company's policy. You will be goal orientated and ambitions and success driven.

NURTURE YOUR CLIENTS

CLIENT RELATIONSHIP MANAGER PER, SYD & MEL - SALARY PACKAGE UP TO \$90K

As Client Relationship Manager you will be responsible for managing a portfolio of high profile clients. Key objectives include growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with managers at all levels up to executives.

SHARP OPERATOR WANTED

CORPORATE CALL CENTRE MANAGER SYDNEY - GENEROUS SALARY \$\$

This award winning Corporate travel management company is looking for an experienced Call Centre Manager with travel experience to oversee their key operations. Key responsibilities will include human resources planning, increasing efficiencies and staff productivity, as well as profitable growth and financial accountability. Essentially you will come from a strong travel management background with leadership and people management skills.

CALLING ALL MANAGERS

DIRECTOR - CLIENT RELATIONS SYDNEY - GENEROUS SALARY \$\$

Are you an experienced Client Relationship Manager with proven leadership experience and the ability to lead and develop a team? You will be responsible for providing leadership and direction to your team of Client Relationship Managers, driving, developing and managing them to achieve results & service levels. With your extensive background, you will support and provide assistance strengthening relationships internally & externally.

NETWORKING IS THE KEY

INDUSTRY SALES MGR - PREMIUM PRODUCT SYDNEY - SALARY PACKAGE \$\$\$

This fantastic new sales role has a vacancy open with your name on it. Looking after the Australian market, you will be self-motivated and utilise your strong negotiation skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here.

ARE YOU EDUCATIONAL?

TRAVEL INDUSTRY TRAINING MANAGER SYD & BNE - SALARY PACKAGE \$\$

How would you like to work for an organization where you will be overseeing a training department? This industry leader is looking for an experienced training manager with proven managerial and people skills. Ideally you will have the ability to build strong relationships with clients, both internally and externally. You will be overseeing training along with other customer service areas ensuring the client remains a leader within the marketplace.

ARE YOU A FARMER?

NATIONAL CORPORATE CONSULTANCY MGR SYD & BNE - SALARY PACKAGE UP TO \$150K+

Our client, one of the largest travel organizations within the Australian market has a rare vacancy for a Travel Consultancy Manager to progress the business ensuring an even stronger position within the market place moving forward. If you have proven client relationship experience combined with strong management, analytical and strategic thinking skills and the ability to proactively provide future planning and project management services apply now!

APAC IS CALLING YOU!!

CORPORATE TRAVEL PROJECT MANAGER - APAC SYDNEY- SALARY PACKAGE \$100K+

The Operation / Project Manager is responsible for running and delivering operational projects on a global scale with the objective of growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to Executives.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

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OR EMAIL YOUR CV TO: executive@aaappointments.com.au

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www.aaappointments.com



Finding talent within the Australian Travel Industry

Sports Travel Consultant

Brisbane - \$DOE - Ref 922PS1

Looking for a role selling a product you are truly passionate about? Do you love Spring Racing Carnival, follow the F1 results and scream the house down when watching League on TV? This niche independent agency, who specialise in sports tours & packages, are expanding their small team. If you are sports mad and have one years travel experience using a GDS, then this could be your opportunity to get your foot in the door of a well established company.

For more information, please call Peta on (02) 9113 7272 or click [APPLY](#)

Business Development / Sales Manager

Sydney - \$Competitive + Bonus - Ref 858SJ2

Do you have sound understanding of corporate travel sales, business development experience and a proven sales record? A leading travel management company are looking for a Sales/ Business Development Manager to assist with their ongoing expansion across the travel market. You will be sourcing new leads, building rapport and developing relationships with key prospects. An excellent opportunity to develop your managerial and corporate travel experience with a leading TMC.

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Retail Travel Reservations

Melbourne - \$Competitive + Commission - Ref 487DB1

Calling all Travel Consultants! A fantastic new opportunity has arisen for a Travel Consultant who loves travel! This leading travel company are market leaders and deal with both retail and wholesale. They are looking for someone who enjoys a fast paced, target driven environment, whilst offering excellent customer service. This position will see you dealing with customers over the phone and in person. Don't miss out on this great opportunity!

For more information, please call Deborah on (02) 9113 7272 or click [APPLY](#)

Travel Consultant

Adelaide -\$40-50K + Super - Ref 4589NC2

This well known boutique travel agency are looking for a Senior Travel Consultant to join their award winning team! Working with both retail & corporate clients, this position is varied, busy and most importantly fun! If you have a proven track record in sales, GDS experienced and extensive fares and ticketing, this is the role of you! So, if you love retail travel and you're ready for your next step, what are you waiting for?

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)

Group Travel Guru

Brisbane CBD - \$DOE - Ref 851PS1

A Group Travel Consultant is required to join an industry leading travel company to work in its fast paced team due to company expansion. If you have worked in both corporate & leisure travel and enjoy a diverse work load, then this could be the opportunity you have been looking for! Candidates who can bring their own business will them are highly desired. A minimum of 5 years experience tailor making holidays is essential to be considered for this role.

For more information, please call Peta on (02) 9113 7272 or click [APPLY](#)

Travel Team Leader

Sydney - \$80K + Super - Ref 843SJ1

Use your extensive travel industry managerial and business development experience to help grow and develop a fantastic Asia travel product. My client is an independent tour company offering unique and exciting tours predominately to Asia. They are looking for a Travel Manager to help grow and increase their product and market share in the Australian travel industry. A fantastic salary is offered with real autonomy and job satisfaction in this leadership role.

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Senior Cruise Travel Consultant

Melbourne - \$Attractive Package - Ref 1520KF1

Are you a seasoned sail away specialist? Have you got experience selling not only cruises but air travel too? A fantastic opportunity has arisen to join a market leading cruise company as a Senior Cruise Consultant. If you understand the terms 'boat drill', 'join the Cruise Director on the Lido Deck for the Midnight Buffet' and how to find your 'Muster Station', this role is for you! Come and join this expanding agency based in Melbourne as a Senior Cruise Consultant.

For more information, please call Kate on (02) 9113 7272 or click [APPLY](#)

Travel Consultant

Perth - \$DOE + Super + Incentives - Ref 3951NC9

A Senior Travel Consultant is required by an extremely reputable and well established travel agency, located on the north side of the river. This is an excellent opportunity if you enjoy selling a wide range of travel products from cruise to long haul to tailor-made. Work for a reputable name in the WA travel market where you can enjoy long happy career, recognition, rewards and fantastic bonuses. Call now for more information about this role!

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)



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