



Thursday 8th January 2015



DFAT France advice

THE Dept of Foreign Affairs and Trade says its official warning level for France has not changed from "Exercise normal safety precautions" after the Charlie Hebdo massacre in Paris overnight.

France has adopted the nation's Vigipirate Plan on 'attack' level.

Hawaii agents deals

THE annual 'Mahalo Month' has been kicked off by Hawaii Tourism this week, offering discounted accom & tour rates to the trade see page 8 for more details.

Six pages of news!

Travel Daily today has six pages of news & photos, plus full pages: (click)

- AA Appointments jobs
- Hawaii Tourism



VA, DL seek 10yr renewal

VIRGIN Australia and US carrier Delta Air Lines have sought a 10 year re-authorisation of their Joint Venture Agreement, telling the ACCC promised benefits have been delivered and will continue to grow, Travel Daily can reveal.

In a hefty 75-page submission to the Australian Competition & Consumer Commission, the airlines said their trans-Pacific alliance has provided pax with greater flexibility over the past five years through a reciprocal codeshare deal on flights between Australia and the US and beyond.

Covering over 252 codeshare & interline destinations, the alliance has also benefited frequent flyers and meant exchanged traffic has "increased dramatically".

Consumers now have a choice of "better schedules and greater access to behind and beyond destinations at lower prices," they told the competition watchdog.

Virgin and Delta said transPacific fares are more competitive than when the pact was first started, with airfares in Q2 2014 near US\$500 less than six years ago.

They said the alliance has triggered a competitive response from Qantas (which has upgauged its DFW service to A380s), United (787-9 Dreamliner to MEL), Jetstar (capacity increase to HNL), Hawaiian Airlines (new product to BNE) and Air New Zealand.

Citing previous remarks from the ACCC, the airlines said the pact has provided "real and vigorous competition" to Oantas & United (and oneworld and Star Alliance).

VA/DL said having a competitive North American network was "crucial" for winning & retaining Australian corporate/government accounts and the business of high frequency travellers.

Through its alliance with DL, the Australian carrier has won many corporate accounts from Qantas and has seen exponential growth for SME accounts, they said.

The applicants said the alliance makes VA "a stronger competitor not only in the trans-Pacific market but also across all sectors of the domestic Australian market".

"Reauthorisation of the alliance will ensure that the competitive pressure remains on Qantas & its alliance with American Airlines, as well as on the other carriers. to continue to drive product and service improvements and the benefits of increased competition for Australian travellers," the airline partners told the ACCC.

VA & DL also flagged "additional coordination and integration opportunities" to further improve service offering and to continue to provide increased competition and more customer choice.

Virgin Australia will be "better placed to challenge Qantas' continued dominance," they said.

The applicants urged a 10-year re-authorisation, citing indefinite approvals by NZ & US authorities.

Car hire insurance rort

CONSUMER advocacy group CHOICE has slammed car rental providers for charging exorbitant premiums on damage liability insurance products.

CHOICE head of media Tom Godfrey said many basic travel insurance policies included cover for excess charges on car rental.

"We've all felt the pressure to get insurance when hiring a car but the reality is if you've taken out travel insurance you can save yourself a lot of money by slamming the door on it."

He said consumers could pay up to 491% more directly with rental firms, with policies also rife with exclusions normally covered with a travel insurance policy.

CHOICE said consumers should also check if their credit card included car hire excess coverage.





SAVE \$600 per couple on selected tours!

Ends 15 January 2015

CLICK HERE FOR DETAILS



China Airlines (CI) 3 weekly Sydney - Christchurch Flights







meals /drinks All inclusive fares from AUD\$179 one-way in Economy; AUD\$484 in Business







☑ Skytrax 4-star fares for travel this summer!! Seasonal service 02DEC14-01MAR15

The Leading Airline from Taiwan





Thursday 8th January 2015

EUROPE BY CAR

Best Self-Drive Option - 21 Days - 6 Months Tax-Free Brand New Cars

GPS All Models

100% All-Inclusive Insurance - Nil Excess

Travel with Total Peace of Mind! We cover Punctured Tyres, Lost Keys, Wrong Fuel

Discover more at

RENAULT EURODRIVE © www.renaulteurodrive.com.au 1300 551160



Rarotonga air promo

AIR New Zealand has released a \$200 saving on return Economy and Business class flights from Australia to the Cook Islands when booked before 27 Jan.

The promotion is valid for travel between 01 Feb-27 Mar, 20 Apr-26 Jun and 25 Jul-18 Sep.

It's available on the nonstop Sydney-Rarotonga service as well as flights via Auckland ex Sydney, Brisbane, Gold Coast, Melbourne, Cairns, Adelaide or Perth.

Use the promo code of RAR200 when booking online.

MEANWHILE, Cook Islands Tourism and Air NZ has teamed to give away 10 return flights to the Cook Islands in a new incentive for travel consultants.

Agents must register to receive the Cook Islands newsletter to be eligible to enter - CLICK HERE.

to Europe

bonuses & go!^

Select two

FREE Beverage

Package for two

CIAA int'l marketing push

THE caravan & camping market has made a play for a larger focus on an international front, with an exec telling the govt the sector is "ready and willing to make an even greater contribution to the Australian economy".

CEO of the Caravan Industry Association of Australia (CIAA) Stuart Lamont has called on the Productivity Commission to assess any current "barriers" that cause inbound tourists to bypass the sector, at the same time urging greater awareness abroad.

He said the "rapidly expanding" caravanning and camping sector provides 10% of all tourism site nights in Australia but an "overwhelming majority" of tourists are domestic travellers.

"This presents an opportunity for Australian inbound tourism", he told the commission in a fivepage submission, lodged in Dec.

"The Australian caravanning and camping industry has the capacity to accommodate a greater share of inbound tourists," he noted.

Referring to Tourism Research Australia figures, Lamont said the total number of visitor nights spent caravanning or camping for the 12 months ending Jun was 48.6m but only 10.6% of that number were overseas travellers.

The caravan & camping market tends to stay longer, spend more and ventures to regional areas that other visitors miss, he said.

capability within the sector to accommodate a greater number of visitors. This is an opportunity for Australia to harness the potential of the caravanning and camping sector to meet the demands of the burgeoning international tourism market."

Lamont added the independent Chinese traveller market offered future growth opportunities compared to group tour visitors.

"We recommend that the Commission explore ways to utilise the sector to greater effect in international marketing campaigns. The industry is strong enough to take on more inbound tourists and raises its hand to play a lead part in Australia's inbound tourism strategy into the future," the CIAA chief concluded.

BOEING and Air New Zealand have finalised an order for two further 787-9 Dreamliner aircraft placed late last year (TD 09 Dec).

The order increase is valued at US\$514 million at list prices and will take NZ's 787-9 total fleet to 12 once all are delivered.

MEANWHILE. Air New Zealand has fast-tracked the launch of daily Boeing 787-9 frequencies on the Auckland-Tokyo Narita route.

According to GDSs, NZ will now begin seven weekly Dreamliner services from 21 Aug, 2 months earlier than originally planned.

CT appointments

CT CONNECTIONS is advising of a number of recent key staff appointments to its National Partnership Management Team.

The Victorian team now incl Ryan Potts & Andrew Frederick (recruited in Sep & Nov) and Ross Paterson who this month joins CT Connections' NSW-based team.

More appointments on page 5.

JQ OOL-SYD approval

QANTAS Group has been given a green light by the International Air Services Commission for unlimited passenger capacity from Australia to Fiji for routes other than SYD, MEL, BNE and PER for a period of 10 years.

The determination enables the launch of Jetstar flights from the Gold Coast to Nadi (TD 23 Dec).



Corroboree 2015



TRIPS TO CANADA TO BE WON AIR CANADA 🎕

- **NEW** Theme & format
- Lots of new Canadian Partners
- More agent participation & prizes to be won

PER 02 Feb

03 Feb ADL MEL 04 Feb

BNE 10 Feb

explorez sans fin Canada keep exploring

Register NOW for the roadshow of the year!!

CLICK HERE registrations close 23 Jan 2015

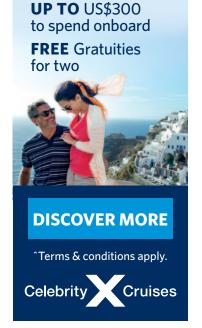
"There is an existing

Your Brand. Your Logo. Your Website, Your Business,

Our Home Based Agents get all the marketing, support and technology you'd expect, but we're helping build their brand, not ours.



find out why a Host Agency is a better way to grow your business join.yourtravelcentre.com.au







Thursday 8th January 2015





Hawaiian Airlines Industry Rates to USA! Valid for sales and departures until further notice. Honolulu from \$299* pp RETURN plus taxes.

* Conditions Apply. Taxes approx. \$365* - \$425* pp.

CLICK HERE for further details

Bali warnings condemned

THE Bali Hotels Association has slammed Australian mainstream media for fearmongering and sensationalising the latest travel warnings for Indonesia.

As flagged first by **TD** on Tue, the Department of Foreign Affairs & Trade provided Aussie travellers with a renewed advisory late on Mon night for Surabaya.

At the time, the Smartraveller website warned that "On 03 Jan 2015, the US Government warned of a potential threat against US-associated hotels and banks in Surabaya".

Today, the Bali Hotels Association (BHA) said there was a clear misunderstanding as "there is no known specific threat to Bali".

BHA said the level of advice for Australian travellers to Indonesia remains at level 2 'Exercise a high degree of Caution' "which it has been at since Nov 2014 when it was actually downgraded from 'Reconsider your need to Travel' which had been in effect since the 2002 bombings.

"In effect there has not been a change in Indonesia's Travel advice in regards to security."

The organisation argued the relevance or threat to Bali, saying it was disappointed to read how the information was misconstrued as a "Travel Warning".

"We can only deplore, as we have done so for the last few years, that the Australian travel warning system relays information that is often linked to hearsay," BHA declared.

It said the system is not location specific "and most importantly each time new information (regardless of its importance to security) is posted, it pops-up as a 'change in travel warning' and every time replicating fears that are not founded".

BHA reassured partners & guests the current situation in Bali has "not changed".

Regional air funding

THE NSW Government has committed \$50 million in funding to assist development of regional airports across the state.

The move has been welcomed by the Australian Airports Association, with ceo Caroline Wilkie saying the sector has suffered as of late following the collapse of several small carriers and the withdrawal of services.

MEANWHILE, a new Master Plan at Bankstown Airport in Sydney has received the approval of Deputy PM and Minister for Infrastructure Warren Truss.

The plan proposes a number of runway upgrades and identifies opportunities for development.

Rocky stay/play offer

UP TO \$650 per adult in credit to spend on hotels or tours is on offer from Rocky Mountaineer in a new Stay & Play promo, valid on select seven night GoldLeaf rail bookings for Apr and May 2015.



Window Seat

LOOKS like the proofing department at *Fairfax* was too busy to notice this one.

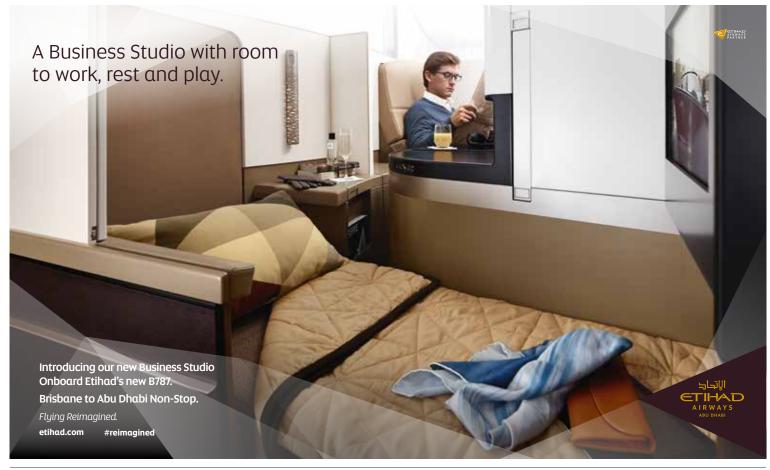
An advertisement featured in the Australian Financial Review yesterday for China Eastern Airlines had a rather odd line about the inflight entertainment.

The advert was brought to the attention of *Travel Daily* by aviation blog *Airline Hub Buzz*.

Below the ad about the IFE was the description "Crispy touched screen and diversification choices of movies".

Let's hope pax don't try to take a bite out of the screen.







Thursday 8th Jan 2015

Blue Train bonuses

TWO nights bonus accommodation Cape Town are available for new bookings on the Blue Train for last-minute travel before 31 Mar.

Breakfast and station transfers are also included in the value-add.

Alternatively, guests can enjoy an extra night at Camp Jabulani in the Kapama Game Reserve, inclusive of game drive and meals.

For more info, phone Herbie Rosenberg on 0410 225 580.

Accor dual-rebrand

HOTEL giant Accor has launched the first Ibis Styles brand property in Adelaide, renovating 64 rooms at the Mercure Grosvenor Hotel Adelaide to meet the three-star Ibis Styles product standard.

The new rooms, offering Classic Queen and Classic Twin bedding options, are located at the southern end of the central Adelaide CBD building.

"Having two accommodation options under the one roof will give our guests more choice and greater affordability when visiting Adelaide," hotel general manager Cameron Jeffery commented.

The Federal Restaurant and room service will be available to guests staying under both brands.



VENTURE Holidays toasted to the year that was in 2014 by treating a group of top sellers to luxury experiences in Vietnam.

The wholesaler hosted the group in conjunction with Cathay Pacific, which provided air seats for the group, via Hong Kong.

Over ten days, the group hugged the highlights of the country's eastern coast, visiting Da Nang and Hue on the way to Hanoi.

Pictured above around the table on Halong Bay with a round of cold ones aboard Paradise Cruises is Jeremy Potter, Phil Hoffmann Travel; Micheal Puttner, RAA Travel; Samantha Minhard, Eyre Travel; Kristy Grundy, Kadina Travel; Janne Pannach, Helloworld Blackwood; Rocky Faiello, Sea Air Travel; Tracy Cosgriff, TravelManagers; Cos Matteo, Venture Holidays and Gareth Lloyd from Cathay Pacific.

Wi-fi on regional UA

INFLIGHT wi-fi connectivity will progressively be rolled out to United Airlines' regional jet aircraft using improved Gogo airto-ground wi-fi technology.

The carrier expects installation to be complete by mid-year.

At the same time, United will add streaming entertainment to personal iOS and Android devices onboard its regional fleet.

FUN FOR ALL. ALL FOR FUN

Business Development Executive - Carnival Cruise Lines

Carnival Cruise Lines is part of Carnival Corporation, the world's leading cruise holiday company. Every year over 4.5 million fun-loving guests choose Carnival for their holiday. Cruising is the fastest growing area of tourism in Australia, and Carnival is the newest entrant into the market, adding a new ship Carnival Legend in September 2014. Carnival ships are 12 decks high and 3 footy fields long, filled with things to do, see, taste and try! Jump on board!

Reporting to the Sales Planning Manager, the Business Development Executive will be responsible for assisting in driving sales of Carnival Cruise Lines by providing support and guidance to both Business Development Managers and travel agents.

Specific responsibilities will include:

- manage the sales email inbox and telephone line, responding to queries from both BDMs and travel agents
- support BDMs in arranging trade events including local cruise expos, film nights, training and ship visits attending as required
- promote and support the use of Carnival Sales tools, ensuring all training material is current and correct, and implement new FAQs/ Training guides for use by agents
- support BDMs with coordination of cooperative marketing materials (eg flyers and advertising material)
- webinars/online training with agency groups where applicable
- complete invoice requirements and general administrative duties

With at least two years experience in a travel-related customer service or sales support position, the successful applicant will demonstrate:

- knowledge of Polar Online system and intermediate Excel, Word and Powerpoint
- strong relationship building and influencing skills
- exceptional communication skills, both verbal and written, with a high attention to detail
- a high level of organisation and prioritisation skills with the ability to work in an autonomous manner
- strong general administration skills
- a high degree of initiative and problem solving skills

Most importantly you will bring enthusiasm, passion and a sense of humour to our dynamic team!

For further information and to apply online, please visit: careers.carnivalaustralia.com Job Reference: CAR/1140544



Starwood 2014 tally

A 15% increase in new hotel management and franchise deals during 2014 represented the fifth consecutive year of higher signings for Starwood Hotels & Resorts Worldwide.

Starwood said it opened 74 new hotels last year and inked deals for an additional 175 properties - the highest number in 7 years.

Twelve properties debuted in the past 12 months under the luxury range of St Regis, The Luxury Collection and W Hotels.

Within its upper upscale brands of Sheraton, Le Meridien & Westin, Starwood opened 27 properties, and a further 35 within the firm's mid-market brands of Four Points by Sheraton, Aloft and Element.

Globally, Starwood now has over 1,200 hotels in 100 nations.

"Looking ahead, emerging markets remain a focus for us, but recovering economic conditions & increased availability of financing have also led to strong growth in North America and Europe," Starwood Hotels & Resorts president of global development Simon Turner said this week.



giving readers a chance to win *The Itchee Feet Traveller's Activity Book*.

Going somewhere? Travelling by train, by plane, by car... by camelback? It doesn't have to be dull. Make the journey as exciting as the destination. The Itchee Feet Traveller's

Itchee Feet Traveller's

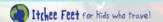
Activity Book contains dozen of fun
and inspiring activities to keep young
travelers boredom-free. Whether you're
travelling across town or across the
world, this entertaining book is a musthave for kids on the move.

- Fun facts about travel and the world.
- Cool conversations that get the mind ticking.
- Unique games designed to entertain while you're travelling.

To win, be the first person to send the correct answer to the question to kidsbook@traveldaily.com.au

The Itchee Feet Everywhere Activity book has which character on the front?

Hint:www.itcheefeet.com





Thursday 8th Jan 2015

GOL/KE codeshare

LATIN American carrier GOL has signed a codeshare deal with Korean Air which will add the KE code to GOL operated flights and reciprocal frequent flyer benefits.

Qatar launches first A350 XWB



FORMAL launch festivities have taken place in Doha as Qatar Airways celebrated its status as the launch customer for the new Airbus A350 XWB (**pictured**).

The aircraft will debut on a flight to Frankfurt next week, with Singapore, New York & India next.

Executives from Airbus and Rolls-Royce joined QR ceo Akbar Al Baker at the launch, which followed the official handover that took place late last year. At a press conference in Doha, Al Baker labelled the new Airbus model as "a magnificent masterpiece".

The aircraft will be operated in a two-class configuration with 36 Business and 247 Economy seats.

MEANWHILE, at the launch press conference, Al Baker said Qatar Airways was in testing of a new system which streams the flight data of an aircraft at regular intervals throughout the flight.



INSIDE SALES AGENT – DELTA SYDNEY

Global Aviation Services, leading specialist airline General Sales Agent is seeking for an experienced Reservations/ Ticketing agent to work in its Inside Sales division covering Groups, Customer Care & Inside sales inquiries. This is a full time fixed term employment opportunity.

The following skills and requirements are desired:

- Fares and Ticketing experience
- Excellent CRS and keyboard skills
- Airline GDS & Ticketing knowledge preferred
- Excellent phone manner
- Ability to work under pressure
- Commitment to customer service excellence
- Excellent verbal and written communication skills

Interested applicants should forward their resume by Friday 16 January 2015 to Dillic@globalaviation.com.au

Only successful applicants will be contacted.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily*'s Thursday 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.

Australian Air Holidays has appointed **Gideon Baker** as its new National Director of Sales and Marketing. Starting from 27 Jan, Baker will also work to increase the travel industry presence for two of the firm's other brands Young At Heart Holidays and Seniors Coach Tours.

Online travel aggregator **Skyscanner** has hired **Adam Drake** as its new Chief Data Officer in a newly created role. Drake will lead the creation of a new data science team for Business Intelligence and travel partner use.

Amadeus has expanded its sales and marketing team in Australia and New Zealand with five new appointments. These include Robert Chamberlin as the Head of Global Customer Group; Benjamin Weinmann as Manager of Hotel Distribution; Hinda Smith in Strategic Marketing and Communications; Fabian Longin as Corporate Online Sales Consultant and Michelle Weir as Client Relationship Manager.

Based in the Sydney office of **ATS Pacific**, **Neale Herridge** has accepted the role of Group General Manager Sales, overseeing all sales activity for the firm's Australia, New Zealand & Fijian businesses, starting on 16 Feb.

Derek Morris has joined **Orient Express Travel Group** to a newly created role of Regional Manager NSW/Qld to oversee the growth in the region.

New Caledonia carrier **Aircalin** has promoted from within, naming NSW Sales Manager **Brett Walsh** as its new Country Manager - Australia. Walsh brings 20 years industry history and has been with Aircalin for four years.

Worldwide car hire specialist firm **globalCARS** has recruited **David Reeves** as its new Business Development Manager - NSW.

Tourism NT will be represented directly to Italy with the appointment of **Giancarlo Truffa** working with the Italian trade. Marketing firm **AIGO** has been named to promote the NT directly in consumer spaces.

Michael Bayley has taken over the CEO role at Royal Caribbean Cruises Limited, while Lisa Lutoff-Perlo is now in charge at Celebrity Cruises.

New Long Island units

WHITSUNDAYS property Long Island Resort will close from the end of Jan for the remainder of the year for major renovation works aimed at better utilising available land at the property.

Works will include construction of 160 new accommodation units to add to 140 existing lodgings, including a 50-bed dormitory aimed at the backpacker market.

The upgraded Long Island Resort is tipped to reopen in early 2016.

Road safety campaign

EUROPCAR has pledged its support for the South Australia Motor Accident Commission's "Refresh" campaign to raise awareness against driving while tired this summer season.

Partnering with the MAC, Europear will provide customers with free luggage tags featuring campaign messages promoting a safe drive & free bottles of water.

AirAsia flights bans

A CRACKDOWN on unenforced regulations following the QZ8501 crash has seen Indonesia AirAsia banned from operating five major domestic routes from Surabaya.

Services from the city to Jakarta, Bali and Bandung, as well as a Medan to Palembang route have been grounded as authorities said it had "tightened the rules".

Boeing's record year

AIRCRAFT manufacturing giant Boeing chalked up a second consecutive record year for deliveries in 2014, handing over the keys to 723 aircraft to buyers.

The company's hallmark singleaisle 737 aircraft was the most popular, with 485 delivered, while 114 *Dreamliners* were taken.

Boeing also expanded its order book for commercial aircraft to a new record high, with 5,789 unfulfilled unit orders in place as of the end of the year.

North Coast funds

THE Legendary Pacific Coast touring route from Sydney to Brisbane is set to receive a cash injection of \$52,500 to promote the popular corridor.

Funds allocated by the NSW Regional Visitor Economy Fund will contribute to a marketing campaign between the North Coast Destination Network and online travel company Wotif.com.

American Way on US

AMERICAN Airlines has added its inflight magazine American Way to services operated by merger partner US Airways.

The mag has been relaunched and is also available digitally.

Variety brochure out

BONUS fare savings of up to 20% are on offer on select cruises through Greece, Turkey, Costa Rica, Canary Islands and the Red Sea in the newly released Variety Cruises 2015/16 brochure.

Contact Discover the World for a copy of the guide - 1800 623 267.

SYD sponsors culture

SYDNEY Airport has renewed its sponsorship of the annual Sydney Festival showcase of innovative events and performances, which this year runs from 08-26 Jan.

SYD's involvement is the fourth year of the partnership for the festival, which features art, music & theatre performances at more than 30 venues across the city.

Cathay/Flybe tighter

CATHAY Pacific and the Flybe Group have extended their newly launched codeshare agreement to four destinations in the UK, operating via Amsterdam or Paris.

Effective 12 Jan, the CX code will be placed on Flybe metal on its Amsterdam to Birmingham and Southampton routes and Paris to Birmingham, Manchester and Exeter services.

CA 747-8i to New York

AIR China has commenced new Boeing 747-8 Intercontinental services between Beijing & New York JFK on flights CA981/982.



MTA - Mobile Travel Agents sent a group of agents to Bali on a study tour recently to refresh their sales skills on the destination.

Hosted by Viva! Holidays and Garuda Indonesia, the MTA team inspected hotels and resorts, were updated on local tour activities and brushed up their overall Bali product knowledge.

Members also had a chance to experience parascending off nearby Nusa Lembongan Island.

Pictured at the Kuta Paradiso Hotel Bali with their hosts are

MTA's Deanne Scanlan, Rosemary Davie, Julie Evans, Melissa Donovan, Margy Stimson, Sue Basedow and Sarah Bateman.

ICAO 15 min tracking

PLANS for commercial airlines to report their position every 15 mins while in flight will be put forward by the Int'l Civil Aviation Organisation at a conference next month in Montreal.

The initiative comes in response to the disappearance of MH370.

APT IS HIRING!!!

If you enjoy working in a team environment, have strong attention to detail and love giving a 10/10 customer experience then a career at APT awaits you!



















The Customer Service Centre is the heartbeat of APT and recently we have seen major growth, from this we are now seeking applications for enthusiastic travel professionals to join us in the Retail, Customer Sales and Flight-desk Teams. Retail and Customer Sales are responsible for the sales and service of travel bookings through both phone and email including International, domestic product and air bookings. The Flight Desk Team are the go-to people to book flights, answer queries and make sure that the best flight option is always provided.

What can you expect working at APT?

Flexible working arrangements Family friendly Sell exciting destinations from Antarctica to Zambia Vibrant team and culture Ongoing training and development Career growth and opportunity \$\$\$ incentives Famil opportunities Fun davs Team building activities And much, much more!!!!

If you want to work for a company that is truly interested in your career, well-being and is growing rapidly, then please visit http://aptouring.applynow.net.au/ or call 03 8526 1778.

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 at www.traveldaily.com.au.

Postal address: PO Box 1010, Epping, NSW 1710 Australia Street address: 4/41 Rawson St, Epping NSW 2121 Australia P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769) Publisher/Managing Editor: Bruce Piper Editor: Guy Dundas Assistant Editor: Matt Lennon Contributors: Louise Wallace, Jenny Piper, Sarah Piper Editorial email: info@traveldaily.com.au Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au Business Manager: Jenny Piper - accounts@traveldaily.com.au

Part of the Travel Daily group of publications.

CRUISE trave Bulletin business events news Travel Daily





Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of Travel Daily no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.





WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

STRONG TECHNICAL GURU NEEDED HERE

IT ADMINISTRATOR SYDNEY – EXEC SALARY PACKAGE

This popular travel company have a newly created role available, bringing their IT functions in-house rather than using an external supplier you will be responsible for all IT, including data base phones and booking systems. You will have at least one direct report initially which could increase. This could be your chance to step up into a more senior role, please submit CV and full cover letter.

ANALYSE THIS GREAT CAREER MOVE

REVENUE ANALYST/MANAGER SYDNEY – EXEC SALARY

Work for this leading luxury brand within the revenue department with the primary objective to support the delivery of the Australia office in achieving net ticketed revenue and the overall business plan for this brand. You will ideally come from a hotel or airline revenue back, be highly numerate, and have excellent attention to detail with strong communication and presentation skills. You will be rewarded with a strong salary and career progression.

HIRING NOW – CORPORATE SALES

BUSINESS DEVELOPMENT MANAGER PERTH & MELB – SALARY POTENTIAL \$60K - \$80K+

Continuously seeing growth in their corporate travel arm, this global travel company is seeking motivated business development managers to join their progressive team. You will identify and secure new SME business through proactive sales activity and create, develop and maintain strong relationships. This is your chance to showcase your skills and move to a leading travel company that can offer ongoing career advancement and progression.

UPCOMING CORPORATE SALES ROLES

BUSINESS DEVELOPMENT EXECUTIVES MELBOURNE – SALARY DEP ON EXP / ROLE

With corporate travel sector still booming we have a number of corporate sales roles becoming available in Melbourne. From boutique agencies to global TMC's we are sure to have an upcoming role that interests you. If you excel in identifying and securing new SME business through proactive sales activity and developing strong relationships, apply to AA Appointments today to register your interest for new Business Development roles in Melbourne.

HERE'S YOUR BIG CHANCE TO STEP UP

SENIOR INDUSTRY SALES MANGER SYDNEY – EXEC SALARY \$ 100K PLUS

If you have the ability to lead a sales team, provide strategic direction, drive revenue growth, manage key high level relationships whilst leading and directing your team, then this leading travel organization has an opportunity for you within their Australian business. You will have strong established relationships throughout the industry, and have lead strong successful teams. This is a great opportunity to step up in your sales career.

UNIQUE OPPORTUNITY IN PERTH

CONSULTANT / BUSINESS DEVELOPMENT PERTH - SALARY PACKAGE DEP ON EXPERIENCE

Due to growth, this is sensational travel company is seeking a sales driven individual with both consulting & sales management experience. In addition to assisting with VIP client itineraries, you will spend a portion of your day building strong relationships & growing brand awareness. You will be motivated to develop new business opportunities & grow the territories year on year sales. In addition to your strong sales skills, you must have a passion for adventure.

A MIX OF CULTURAL FUN

PRODUCT MANAGER SYDNEY – EXECUTIVE SALARY PACKAGE

Looking for an amazing new destination to market? This wholesale company requires the skills of an adaptable Product Manager.

You will be well organised and have the ability to source and develop new and unique products to your competitors while being able to develop a brochure that stands out from the rest. With your talents you will have a creative flare and an eye for detail.

STAND OUT FROM THE CROWD!

GENERAL MANAGER

BRISBANE CBD – UP TO \$110K PKG + BONUSES

This leading travel company is looking for an experienced manager to lead this close knit team and join them in the role of General Manager. Previous experience managing a successful team is a must along with extensive knowledge of the travel industry. Proven ability to build good working relationships, strong negotiation & commercial acumen is essential and a winning attitude is a must. An executive salary package + bonuses is on offer.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

EMAIL YOUR CV TO: executive@aaappointments.com.au
NSW & ACT: 02 9231 2825 VIC, WA & SA: 03 9670 2577 QLD: 07 3229 9600
FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com.au

MAHALO MONTH FOR TRAVEL PROFESSIONALS

IT'S YOUR TURN TO ENJOY HAWAI'I

Hawai'i Tourism Oceania invite you to come and experience the beautiful Hawaiian Islands. The Mahalo Month program provides Hawai'i-selling travel professionals with special rates and offers from Hawai'i's tourism industry for travel between 01 April to 31 May 2015.

For more information and a complete listing of all special offers visit www.mahalomonth.com











www.mahalomonth.com



