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Travel Daily

First with the news

Monday 29th June 2015

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QFF pts at the flicks

TWO Qantas Points per dollar spent can now be accrued by Qantas Frequent Flyer members when going to the movies.

The new benefit was announced by QF Loyalty ceo Lesley Grant, who said adding movie tickets was fuelled by member feedback.

Members can purchase movie vouchers at up to 200 cinemas including Hoyts, Event, Greater Union, Village and others at up to 40% off box office prices, via www.qantaspoints.com/movies.

Today's issue of TD

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

- AA Appointments jobs
- Travel Trade Recruitment
- Edwardian Group London
- Virgin Australia

CTC seeks new GSA deal

THE Canadian Government has issued a Negotiated Request for Proposal (NRFP) for a general sales agency in Australia, **Travel Daily** can exclusively reveal.

The NRFP comes as the contract between the Canadian Tourism Commission and DC & Associates Worldwide, which was initiated in Dec 2010, comes up for renewal.

DC & Associates Worldwide is headed by long-time Canada ambassador Donna Campbell, previously the local head for the CTC prior to its repositioning five years ago (**TD** 19 Jul 2010).

According to the NRFP, the CTC is seeking proposals from firms who "should be able to stimulate and establish the Canada brand in Australia and enhance awareness of the Canada brand in Australia through on-going

travel trade education, travel trade key account management, media relations, and consumer promotional activity".

Potential proponents must be based in, or willing to relocate, to Sydney, and have the ability to service key accounts and media nationwide.

Among duties will be planning & organising the annual Canada Corroboree trade show, promote the Canada Specialist Program (CSP), organise famils, produce quarterly market updates and roll out a Travel Trade Tactical Plan.

"For the purposes of your proposed pricing, proponents are to assume an annual operating budget of CAD\$2.5m for program costs (sales & marketing) as well as agency fees," the NRFP details.

The term of the contract is anticipated to be for up to three years with an option to extend on an annual basis, up to a maximum of four additional years.

Submissions close on 29 Jul with shortlisted applicants to be interviewed on 01-02 Sep and the successful party expected to be notified by 30 Sep.

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UA takes Azul stake

STAR Alliance founding carrier United Airlines has acquired a 5% stake in Brazil's third-largest carrier Azul Brazilian Airlines.

The US\$100 million investment paves the way for the airlines to cooperate on a range of benefits such as codesharing of flights and expanded connection opportunities on routes between the United States and Brazil.

Through the partnership, UA intends on placing its code on Azul flights operating out of Sao Paulo's Guarulhos Int'l Airport.

Low-cost carrier Azul serves more than 100 destinations with its fleet of 145 aircraft.

In a joint application to the US Department of Transportation, UA/AD said they plan to start initial codesharing on 42 United routes and 53 Azul routes, from "on or about" 01 Oct 2015.

In Nov, Star Alliance ceo and former UA senior executive Mark Schwab told **TD** the group was in talks with a potential Brazilian carrier, understood to be Azul Brazilian Airlines (**TD** 20 Nov).

Last week, Star announced it would add Avianca Brazil flights to its network, effective 22 Jul.

Immigration chaos likely

IMMIGRATION officers at int'l airports around Australia will walk off the job for two hours from 9am on Wed as part of protected industrial action.

Pax at Melbourne, Sydney, Brisbane, Gold Coast, Cairns, Adelaide, Perth & Darwin Airports are warned to expect delays during the immigration process.

The Dept of Immigration & Border Protection Portfolio urges travellers booked on int'l flights to "get to the airport early".

Disruptions are also expected at seaports nationwide.

Contingency arrangements will be in place to protect the nation's borders and minimise the impact on business operations, the government agency advises.

The industrial action is timed to coincide with the first day of the

merger between the Australian Customs & Border Protection Service and Department of Immigration & Border Protection, which takes effect from 01 Jul.

Kenya eVisas needed

TRAVELLERS to Kenya will be required to show a printed eVisa at their first point of entry into the country, effective 01 Jul, the Department of Foreign Affairs & Trade is advising.

The new policy requires people to register for a visa as a visitor through the Kenyan eVisa service, then proceed to the 'Department of Immigration Services' section of the website.

Single-entry visas (business or tourism) are priced at US\$51, a transit visa (valid for three days) is US\$21 and the East Africa Tourist visa is US\$101.

The four-step procedure requires visitors to submit an application form and passport-sized photo.

"Possession of an eVisa is not the final Authority to enter The Republic of Kenya," the Kenyan tourism authority says.

CLICK HERE for more details.

QF PER/SIN relaunch

QANTAS recommenced services between Perth and Singapore on Fri, with QF International ceo Gareth Evans saying there has been "a fantastic response" from the WA market since announcing the rebirth of the city pairing.

"Our customers told us they missed us – so with the right strategy and the right aircraft on the right route, we've come back to meet that demand," Evans said.

Nine codeshare partners have added their code to the flights which operate five times weekly using Boeing 737 aircraft.

MEANWHILE, QF has returned its eighth refurbished Airbus A330 aircraft to service.

The airline now has four refitted A330s operating domestically and four operating internationally between Australia and Asia.

Win Aus Open tkts!

LONDON'S Edwardian Group is celebrating the start of play at Wimbledon 2015 by giving agents a chance to win tickets to the Australian Open next year.

The mini-comp features on **page 10** of today's issue, with answers needing to be submitted by Fri.



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QF fuelling Jetstar Japan

QANTAS will turn its attention back to growing the market share of Jetstar Japan as its Asian low-cost presence following the regulatory failure last week of Jetstar Hong Kong (**TD Fri**).

A second equity injection of around ¥2 billion (A\$21.2 million)

Wu free Biz upgrade

FOR a limited time, passengers booking on a range of Wendy Wu Tours' fully inclusive group tours in China in conjunction with China Southern Economy class flights can obtain a Business class upgrade on the outbound sector.

The promo runs for two weeks from 01-15 Jul, and is valid for tours departing between 06 Oct-10 Nov when pax flights originate from either Sydney, Melbourne, Brisbane or Perth.

Special rates are also available to upgrade to Business on the inbound sector - 1300 727 998.

will be made this year by Qantas and partner Japan Airlines to prop up the carrier, which is reported to be losing money.

The parcel is the second part of a major investment in the carrier announced last year (**TD 28 Nov**) designed to bankroll international expansion of the carrier.

Since then, GK has launched services to Hong Kong from both Osaka Kansai and Tokyo Narita, also changing its ceo with Gerry Turner replacing Miyuki Suzuki.

A report in the *Sydney Morning Herald* says Japan Airlines may be hesitant in providing further funds after this top-up.

Heathrow T1 closing

BRITISH Airways will operate the final departure from London Heathrow Terminal 1 tonight with a scheduled service to Hanover.

The facility will be removed to make way to expand the new T2.

HK Aus visits plummet

ARRIVALS to Hong Kong have fallen sharply in Apr, with Hong Kong Tourism Board data showing a 20% drop in Australian visitor numbers during the month.

The figure equates to around 13,700 less Aussies.

For the year-to-date ending 30 Apr, the number was down 9.2% on the same time in 2014.

Across all markets, Hong Kong achieved 0.9% growth in Apr, while for the year-to-date there has been close to 4% growth.

Sydney bike touring

NEW GPS-guided audio bicycle explorations of the Sydney CBD & Manly Beach are now available through Sydney Bike Tours.

Each trip navigates riders on Sydney's network of bike paths to a selection of iconic landmarks via a smartphone app which provides commentary such as history, culture and "unique stories".

See sydneybiketours.com.au.



Window Seat

LOVE can spring from unlikely of places when travelling, even on the New York subway.

A possibly lonely New Yorker has decided to reach out to ladies travelling on the system by asking them out on a date while they wait for their train.

The man has been setting up on random Manhattan platforms with a table, two chairs, a vase of flowers and a game of Connect Four, with a sign reading "Date while you wait".

He has posted several dozen photos of himself sitting with his random dates over the last few weeks, with the concept proving popular with subway users.

Asked why, the man said he wanted to do something fun in the subway to try and counter all of the negative things that can happen using the system.

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Departing from 09 Dec 2015

Visiting: Sydney, Brisbane, Cairns, Darwin, Bali
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WINDOW: \$2558pp

BALCONY: \$2936pp

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Growing family for SkyTeam



BEGINNING with only four founding members, the leaders of the SkyTeam airline alliance members came together recently to celebrate its 15th anniversary.

Now boasting 20 members, the alliance is the world's second largest, with a flight on one of its carriers taking off somewhere in the world every 20 seconds.

SkyTeam collectively caters to more than 602m pax annually. The leaders are pictured above.

Extra Super 15 seats

AIR New Zealand has responded to demand for extra seats to and from Wellington for the upcoming Super 15 Rugby final, adding new flights to the city from Dunedin.

A Boeing 767 service from DUD to WLG on 04 Jul will offer 230 seats for fans, with one A320 flight returning the following day and one on Mon morning, all seats being sold at \$219 each.



Wallaby ups his stake

FLIGHT Centre Travel Group director and former rugby star John Eales has increased his stake in the company, according to a notice posted to the Australian Stock Exchange this morning.

Eales, who already holds 2,000 shares, bumped up his collection by a further 1,000, spending \$34,588 in the transaction.

The rugby legend has been on the FLT Board in the role of a non-executive director since Sep 2012.

Viking Sea floated out

VIKING Ocean Cruises' second oceanliner *Viking Sea* has been floated out at the Fincantieri shipyard in Ancona, Italy.

The 930-passenger vessel will enter service next year and is a sister-ship to *Viking Star* which debuted earlier this year.

Ascott Citadines buy

ASCOTT Residence Trust has acquired the 380-unit Citadines on Bourke Melbourne from The Ascott Ltd for \$158.5 million.

The property will continue to be managed by Ascott.

New lounge for HA

BUSINESS Class pax travelling with Hawaiian Airlines can now access a brand new Plumeria Lounge at the carrier's HNL hub.

Open from today, the lounge is free for Business pax or US\$40 for a single pass to other travellers.

Plumeria is a 3,600sqf facility located on the third floor of the HA inter-island terminal, offering guests fresh food, self-serve snacks, drinks and hi-speed wi-fi.

MTA appointment

TRAVEL Counsellors ex national air and product executive Suzana Blazevska has today been named as the new air product manager at MTA - Mobile Travel Agents.

Blazevska has 20 years industry experience, including stints at Travelscene and STA Travel.



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You are a passionate, 'always on digital' visionary who understands that it's not the digital systems that saves the day, but how you use them, connect them and create content for them. You are focused on a future of one to one marketing and know how to provide solutions to solve Tourism's biggest marketing problem... talk to the right customer at the right time in the right place with the right message to get them to visit and spend more.

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You actually care about bringing your big business marketing principles to a place where you can see small to medium businesses benefit from the work you and your team do... and this always comes first.

Welcome to Tourism NT and a role that has been designed to provide the pathway for the future of marketing for the NT's Tourism Industry.

An opportunity exists for a suitably experienced applicant to significantly contribute to Tourism NT's marketing effort in the role of **Director of Marketing Solutions** based in Darwin. This is a key role that gives the applicant the opportunity to make their mark in the global Tourism marketing space. The Director is responsible for managing and providing strategic leadership, guidance and direction to the Digital Solutions work unit, Digital Systems Unit and Creative Solutions Unit; the implementation and development of Tourism NT's digital marketing assets; overseeing web development; and delivering a platform to provide strategic advice to all members of Tourism NT, the wider Tourism industry and to the Tourism NT Executive, Board and Ministers as required.

To be successful in this permanent role, candidates will need to possess a positive, innovative and proactive approach; excellent communication skills with a creative flair; strong organisational skills & attention to detail; demonstrated experience in a senior management digital marketing role, demonstrated experience managing large brand or communications campaigns and a demonstrated understanding of the tourism industry. Candidates will need to demonstrate a high level understanding of domestic and international digital media environments and understanding of functionality and architecture requirements for domestic and international websites / systems.

Senior Administrative Officer 2

Remuneration Package Range \$139,809 - \$152,254

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For a full copy of the Job Description and to apply online please visit <http://www.tourismnt.com.au/en/about-us/careers/job-opportunities>

Vacancy Closes: 07/07/2015



Northern
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Government

Monday 29th June 2015

MEL M80 direct link

MELBOURNE Airport's new 3.3 kilometre Airport Drive has officially been opened.

The road connects directly to the airport from the M80 Ring Rd, providing quicker & easier access to the airport, while relieving congestion on other roadways.

Fox revs up in the UK

AMERICAN owned Fox Rent-a-Car has expanded its international network, doubling its presence in the UK by adding seven new affiliate locations.

The new depots are located at Luton Airport, Liverpool, Leeds, Newcastle, Bristol, Aberdeen, Scotland and Cardiff.

Fox is the 4th largest car rental company operating in the US.

Cathay Asia Miles X2

CATHAY Pacific is offering double Asia Miles on flights from Australia to Hong Kong (and vv) booked for travel which begins & is completed between 15 Jul and 31 Aug - see www.asiamiles.com.

SQ Christchurch boost

SINGAPORE Airlines will increase frequencies on the Singapore-Christchurch route from seven to 10 weekly over the northern winter, GDS displays indicate.

The additional services (SQ295/SQ296) will operate from SIN two hours after the daily flights, on Mon, Wed and Sun, returning the following day.

Services will be reduced to nine weekly from 03 Feb to 15 Feb.

Paramount Tower DXB

DAMAC Properties has begun construction of the Paramount Tower Hotel & Residences on Sheikh Zayed Road in Dubai.

The 64-storey tower will feature 826 hotel rooms and is slated for opening in Q3 2019.

GPT east coast expo

GRAND Pacific Tours will hold an east coast roadshow in early Jul to showcase New Zealand to potential travellers.

The expo will feature 20 suppliers from across the ditch, along with representatives from Tourism NZ and Air New Zealand.

Cities to be visited include Brisbane (05 Jul), Port Macquarie (06 Jul), North Sydney (07 Jul), South Sydney (08 Jul), Canberra (09 Jul) & Melbourne (10 Jul).

Contracting Hong Kong



HONG Kong Tourism Board & Cathay Pacific Airways recently hosted a group of 19 Australian and New Zealand wholesalers, retailers and special interest agents for Contract Hong Kong.

The five-day famil gave the buyers the chance to learn more about the latest tourism products & explore business opportunities with over 90 Hong Kong suppliers at the Contracting Day.

Participants experienced the 'New Territories Culture Tour' and 'The Heart of Hong Kong' tours & viewed the new Paint the Night Parade at Hong Kong Disneyland.

Pictured from left top row are Bacon Lau, Nexus Holidays; Mary He, HKTG; Natalie Gosselin, Flight Centre; Gareth Evison, Cruise

1st; Jason Bell-Davey, Qantas Holidays & Viva! Holidays; Kelvin Chak, Acrossia; Mark Haddad, CBT Holidays; Barbara Boyce, China Travel Service (NZ) Ltd; Sam Chen, Helen Wong's Tours; Emma Robertson, GO Holidays New Zealand, (Helloworld Ltd).

Back row: Matthew Poon, China Travel Service (Australia) Pty Ltd; Julie Chou, Cathay Pacific; Lynleigh McPherson, Keith Prowse Travel; Sarah Stevens, Venture Holidays; Rohanna Adamy, Asia Escape Holidays; Kirsty Small, Wendy Wu Tours; Claire Horton, Events Worldwide; Judy Atha, Pinpoint Travel Group; Paul Gorman, Luxury Escapes; Lisa Lee, HKTG and Stuart Lyall, Travelmarvel from APT.

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Suited applicants would also have strong general sales experience, Galileo and CCT an advantage. Previous phone sales experience as well as any online skills such as EDM experience.

Applications are invited from East or West coast Australia, anywhere that fast and solid internet connectivity is available.

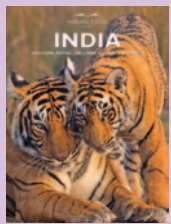
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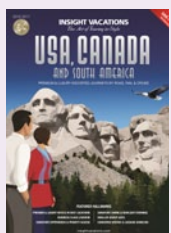
Brochures

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Natural Focus Safaris - India 2016

Entirely flexible accommodation styles depending on budgets are available in five countries on or near the subcontinent in the new India brochure from Natural Focus Safaris. On top of India, the guide also includes Sri Lanka, Bhutan, Nepal and the Maldives. Travellers can choose to tour in a private vehicle, embark on a rail journey, go wildlife spotting, relax on a houseboat or river cruisers, stay in palatial hotels or wander some picturesque beaches, with hotels, transport and touring products all covered.



Insight Vacations - USA, Canada & Sth America 2016

Featuring a brand new destination in Peru, Insight's latest guide to the Americas offers ten separate Luxury Gold itineraries with every component covered and no extras charged. The touring firm has picked some of the world's best hotels to experience such as the Roosevelt in New Orleans, the Royal Hawaiian and the Waldorf Astoria in New York. The new destination of Peru features in a 12-day itinerary, packed with lots of UNESCO World Heritage sites and vast landscapes. Some tour days are also marked with 'RS' meaning a relaxed start of gam or later.



APT - Canada & Alaska, featuring USA 2016

An array of new additions star in the new guide to Canada & Alaska from APT. These include a 12-night small ship cruise available exclusively on chartered ship *Le Soleal* and visiting some of the most remote corners of the state. The Rocky Mountaineer product has also been extended to connect with Seattle. Cruising with Holland America Line or Princess Cruises can also be combined. The company's Signature Invitations range has been extended with four new options including a dinner overlooking Niagara Falls.



Tempo Holidays - India & Sri Lanka 2016

Claiming a 55% increase in sightseeing experiences, Tempo Holidays' new guide to India, Sri Lanka and the Maldives offers all the pieces to put together a holiday in the region. Guests can enjoy activities such as segway tours, visits to villages, lessons in authentic home cooking and Ayurvedic wellness treatments. Guests keen to indulge in their Indian food passions can also learn more about the flavours of the region and take home new cooking skills on a MasterChef Travel India tour featuring Richi Desai.



Trafalgar - The Americas 2016

An epic guide has been produced by Trafalgar for The Americas, featuring USA, Canada and South America in one guide. Over 60 itineraries are detailed, seven of which are new, and alongside 160 Insider Experiences allowing more in-depth exploration. The guide also features a selection of guest reviews, independently sourced from review firm Feefo. Hidden Journeys have been added to the Americas range for the first time, with four itineraries with no more than 26 pax on each allowing access to less visited places.



Freestyle Holidays - Destination Weddings 2016

Couples keen to tie the knot in some far-flung idyllic destination or vibrant hub will find a wide selection of possibilities in a new Weddings guide from Freestyle Holidays. The flip version guide offers matrimonial celebration itineraries in Las Vegas, Bali, Thailand, Vanuatu and Australia, with a separate section for Fiji. Couples can find the perfect spot for their ceremony with expert assistance with planning also available.

FJ launch WLG/NAN

FII Airways has launched new twice weekly services between Wellington and Nadi, operated on Thu & Sun, adding 328 seats per week between the countries.

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Extra-wide comfort for corporate



JUMBO seats feature right at the front of Singapore Airlines' Boeing 777W aircraft, as tested recently by team members from Andrew Jones Corporate Travel.

Trialling the service on offer to the ultra-high end travellers during an aircraft inspection at Melbourne Airport, the group also compared Business and

Economy class prior to taking off for Hong Kong, via Singapore.

Pictured above are Sarah Mansfield and Edwin Butler.

AUH arrivals spike 15%

DOUBLE-DIGIT year-on-year growth in passenger movements at Abu Dhabi Airport was recorded for the month of Apr, with 1.8m arrivals resulting in a 15.5% jump, the facility recently announced.

VS route resumption

SERVICES between Heathrow and Los Angeles on Virgin Atlantic will resume in the 2016 northern winter, the carrier said, replacing Delta Air Lines on the route.

Virgin Atlantic confirmed it will also relaunch flights between Belfast and Orlando next year.

Thai numbers bounce

TOURISTS are flocking back to Thailand following recent political turmoil, with the country issuing a forecast of nearly 30 million tourists expected for the full year.

The prediction, if realised, will be a 19% jump year-on-year.

With stability returning, so too are tourists, with visitors from China expected to grow by 62% from poor levels set last year.

AFL Rd 13 Winner



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CONGRATULATIONS

Emanuela Luisetto

from National Network Travel & Cruise

Emanuela is the top point scorer for Round 13 of *Travel Daily's* AFL industry footy tipping competition. Emanuela has won a high tea cruise for two, courtesy of Captain Cook Cruises.



Major Prize:

Two return Economy Class airfares to Dubai with Emirates

All steady in Hawaii

VISITOR arrivals to Hawaii climbed 9.3% year-on-year for the month of May, Hawaii Tourism Authority advised, with average daily spend up 10.4% to US\$1.2b.

Contiki turns up the spice factor



A SERIES of trade events in every state of Australia was held by Contiki to celebrate the launch of its fiery Latin American brochure for the 2016/17 season.

Agents across Sydney were invited to El Loco Restaurant in Surry Hills for the NSW event, with around 70 enjoying plenty

of high-flavour foods, sangria and Coronas decked out in sombreros.

Details about the youth tour operator's brand new eight-day Inca Adventure itinerary were shared as well as highlights of the extended season, which this year features more than 30 options.

Pictured above getting into the spirit of the occasion in the back row are a group of agents from Student Flights NSW and ACT - from left is Sarah Riordan, Daniel Connell, Caleb Van Schmal, Will Flemming, Erin Fahey, Ben Jenke. Middle row: Josh Cranston, Elle Patrikis, Emma Favelle, Lea Knight and Chris (Vegas) de la Torre. Front row: Kato Hayato and Laura Anderson.

Wyndham to Thailand

WYNDHAM Hotel Group has expanded into Thailand, opening its first property in Phuket with an opening ceremony last week.

The Wyndham Sea Pearl Resort Phuket is located close to Patong Beach and will double as a mixed-use vacation ownership resort.



Win a ski trip to France

This month *Travel Daily*, *Club Med* and *Air France* are giving readers the chance to win a ski trip to France. The prize includes:

- Return economy flights to Paris, France with Air France and
- Seven nights at a Club Med Ski Resort in France

To win this great prize, answer every daily question correctly and have the most creative answer to the final question. Send your answers to clubmedcomp@traveldaily.com.au

Q20. Name the chef that created the menu and wine list in Air France La Premier lounge.

Club Med  **AIRFRANCE** 
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Qld tour firms tie-up

IMMERSIVE exploration of SE Queensland attractions such as Fraser Island and Noosa will be offered to G Adventures inbound pax as part of a new partnership signed with The Discovery Group.

The agreement will see the destination promoted to inbound source markets via new product rollouts such as overnight camping in the Noosa Everglades.

Tourism Noosa ceo Damien Massingham said the partnership will showcase new experiences in the region and the destination overall to key inbound markets.

Posadas into the US

MEXICAN hotel operator Grupo Posadas will branch into the United States as its first international expansion following a deal with a private equity firm.

Five properties under its Live Aqua brand will form the initial range, to launch in metro areas of Houston, Los Angeles, Miami, Chicago and Washington D.C.

Each hotel will be managed by the Début Hotel Group and offer between 250-300 rooms.

Posadas is the largest hotel firm in Mexico, operating 130 hotels & resorts in city and beach locations.

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

RELATIONSHIPS ARE KEY

**REGIONAL ACCOUNT MANAGER
SYDNEY – SALARY PACKAGE TO \$90K +**

Are you the master at keeping relationships strong and building new business opportunities? As part of the commercial online team you will be responsible for the management of relationships across the travel industry to identify and engage at high level. You will understand the online space and possess extensive experience within the travel industry. Working with other parts of the business you must create awareness and like a fast paced environment.

A RARE OPPORTUNITY!

**PRODUCT MANAGER
BRISBANE – SALARY PACKAGE OTE \$80K**

Rarely does an opportunity arise to join this travel company in a product management role. You will be responsible for managing the product strategy & achieving targets through promotional activity, training consultants, negotiating contracts, competitor analysis and more. Experience in product management in the wholesale travel sector, negotiation & relationship building skills required. Amazing package & benefits will be yours to enjoy! Apply now!

SEE THE QUEENSLAND COUNTRYSIDE

**BUSINESS DEVELOPMENT MANAGER – VIC/QLD
MELBOURNE – SALARY PKG \$60K + CAR + COMMS PKG**
Looking after the VIC/QLD market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Working as part of the business development team you will be on the road frequently & will be required to travel interstate regularly. Strong presentation skills together with extensive travel experience throughout China, Vietnam and/or the USA is req'd. Sales experience essential.

JOIN THE CORPORATE TRAVEL LEADERS

**BUSINESS DEVELOPMENT MANAGER
MELBOURNE – PACKAGE TO \$95K + COMM**
Successful Corporate Travel Management Company is seeking a corporate sales executive with a proven track record securing new SME clients. If you are seeking a change of pace and wish to join an organisation that hold a strong position in the corporate travel market, you can not go past this rare opportunity. Using your strong negotiation and relationship building skills, you will target new SME business. Lucrative salary package on offer.

LEADERSHIP ROLE

**HEAD OF ACCOUNT MANAGEMENT
SYDNEY – SALARY PACKAGE TO \$120K ++**

Working for an award winning TMC you will be rewarded with managing APAC relationships with blue chip accounts, including reviewing data to maximize revenue and expand existing accounts. You will be responsible for leading and mentoring a team of key account managers. Are you looking to lead and develop a team? Do you have vast contracts in all markets and previous experience in a similar role within the tourism/hospitality industry? Apply Now!

GLOBAL TMC – KEY ACCOUNTS

**CORPORATE KEY ACCOUNT MANAGER
MELBOURNE – PACKAGE TO \$135K + COMM**

As the Account Manager, you will be responsible for managing a portfolio of large market accounts with the objective of growing revenues in the corporate travel market, 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. Previous Account Management experience essential.

SALES & MARKETING SPECIALIST REQUIRED!

**NATIONAL MANAGER
BRISBANE – SALARY PACKAGE \$90K + SUPER + BONUSES**
An amazing opportunity exists to join this travel company as National Travel Manager to provide leadership for the team, develop & implement sales & marketing strategies, maintain & improve web site & develop innovative campaigns to maximise sales. Previous experience in sales & marketing & running a successful travel operation is essential + proven track record of building long term relationships and delivering exceptional levels of customer service.

SENIOR MICE ROLE NOT TO BE MISSED

**GENERAL MANAGER - MICE
SYDNEY – FROM \$120K BASE ++ DOE**
This company has future growth on the horizon so don't miss out on heading up their MICE team and joining them on this journey. They create innovative events on the largest scale with creative solutions for event management. As GM of the global MICE team you will manage the strategy of the complete M&E portfolio. You will manage relationships and the retention of their client base. Do you possess leadership and senior event sales experience? Apply Now!

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

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www.aaappointments.com.au



Working in partnership with the Australian Travel Industry

Wholesale Travel Consultant

Brisbane, \$Competitive + commission + super, Ref: 1254SZ4

Are you sick of face to face consulting and would like to work behind the scenes? Do you have good time management skills and fantastic attention to detail? If this sounds like you, then apply now for this great position within the international department. You will be in a supportive working environment with regular opportunity to attend educational trips around the world! Min 2 years experience in either leisure or wholesale required and a great attitude and drive to succeed.

For more information please call Serena on
(07) 3023 5023 or click [APPLY](#) now.

Travel Sales Manager – NSW/ACT

NSW, \$Attractive Package, Ref: 1541SZ1

A leading Wholesale Travel Company is looking for a Sales Manager to help promote their specialist product across the NSW/ACT market. This role is perfect if you have Inside Sales experience or if you are an experienced travel consultant looking for your next career move. Predominantly on the road you will visit clients while also sourcing new business as well as brand awareness. A golden opportunity has arisen for a candidate looking for a more diverse role and to progress in your career.

For more information please call Marissa on
(02) 9113 7272 or click [APPLY](#) now.

Wholesale Travel Consultant

Melbourne, \$Competitive, Ref: 1786KF2

USA & Canada Travel Consultants wanted for this busy Travel Company in South Melbourne. Your excellent knowledge of Canada, USA & Alaska and sales skills will be key for this Travel Consultant vacancy. You will have outstanding customer service skills and a passion for the travel industry. This leading travel wholesaler is looking for min 3 years experience selling USA & Canada. You'll have ability to meet deadlines, be organised and want to create a suitable itinerary for your client.

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

Duty Manager

Perth, \$50-\$55k, Ref:1713DV3

Would you like the chance to work for a leading 5* star hotel in central Perth?! Do you have previous experience working as a Duty Manager for a 4-5* hotel within Australia? This is a great opening and will offer the successful candidate the chance to work in a fantastic environment and with fellow successful hospitality candidates! In return for your hard work and dedication you will be rewarded with a competitive salary, a fantastic company environment and career progression!

For more information please call Dave on
(02) 9113 7272 or click [APPLY](#) now.

Leisure Travel Consultant

Gold Coast, \$Base + commission + super, Ref: 1790SZ1

A great opportunity has become available for a strong Leisure Travel Consultant with a min of 2 plus years experience to build a strong network of clients within an established agency.

Working with 2 other consultants, you will be servicing existing customers and taking in new enquiries predominately through phone and emails however, there will be foot traffic so great self presentation is a must. You will need a positive can do attitude with preferably some good client following.

For more information please call Serena on
(07) 3023 5023 or click [APPLY](#) now.

Domestic Corporate Consultant

Sydney, Up to \$65K + Super, Ref: 1752PE1

An opportunity has presented itself for a confident Domestic Corporate Travel Consultant to make a move into an established and well respected boutique company that has absolute appreciation for their staff. You will have a min of 2 years experience in Corporate Consulting, having used a GDS preferably Sabre with a professional mannerism and strong attention to detail as some ADHOC admin duties will be required. Located near Central Station, Monday to Friday position working 9am - 5pm.

For more information please call Marissa on
(02) 9113 7272 or click [APPLY](#) now.

International Wholesale Consultant

Melbourne, OTE \$70k, Ref: 1787MD2

Are you an experienced and passionate Retail Travel Consultant looking to move away from F2F sales? Working to creating international packages for travel agents, and direct to the public this role will be highly sort after! This will be varied, fast paced role within a call centre team environment! A great chance to earn a decent salary with excellent company benefits. If you have at least 2 years travel industry experience, then say goodbye to face to face consulting! Interviewing now!

For more information please call Megan on
(02) 9113 7272 or click [APPLY](#) now.

Travel Consultant

Adelaide, \$50-55k, Ref:1757DV6

A fantastic opportunity for an experienced Travel Consultant has arisen in the Adelaide area. This is an ideal opportunity for a Travel Consultant that can use their experience to further their career and work for a leading travel organisation in Australia. The successful candidate will be working to sales targets selling a variety of holidays and ideally have a travel profile behind them. The role offers great working hours alongside a competitive salary and benefits on top!

For more information please call Dave on
(02) 9113 7272 or click [APPLY](#) now.



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Wimbledon Tennis Competition 2015

EDWARDIAN GROUP

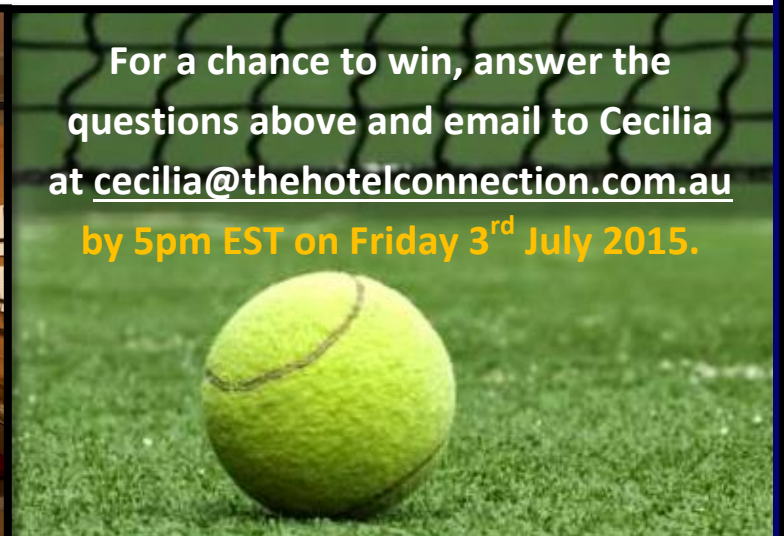
— LONDON —

WIN two tickets to a day at the Australian Open in 2016 (second week matches) with overnight accommodation at the Radisson Hotel on Flagstaff Gardens!

1. Name the two players you predict will compete in the Men's Singles final at Wimbledon this year?
.....
.....
2. Name the player you predict will win the Women's Singles Final at Wimbledon this year?
.....
3. The Edwardian Group is London's largest privately owned Hotel Company with 11 hotels in central London, one at Heathrow and additional hotels in Manchester and Guildford. Do all Edwardian Hotels offer complimentary wireless throughout?
.....
4. Name two value added inclusions in the 'Exclusively London' package?
(www.radissonblu-edwardian.com/exclusively)
.....
.....
5. The fabulous 5 star May Fair Hotel is renowned for its 'Signature Suites'. Name our famous pink suite:
<http://www.themayfairsuites.com/1-bedroom-suites/>
6. Situated on Oxford Street in the centre of London, the Berkshire Hotel is a fantastic location for travellers interested in shopping. Name TWO famous fashion stores within walking distance from the hotel?
1.
2.



For a chance to win, answer the questions above and email to Cecilia at cecilia@thehotelconnection.com.au by 5pm EST on Friday 3rd July 2015.



Name and Travel Agency.....

Contact Number/ Email.....

SELL. EARN. WIN.



aviatorsclub.virginaustralia.com

21 MAY - 8 JULY 2015

It's not too late to join Virgin Australia's Aviators Club, an exclusive online auction rewards experience created just for our travel agent partners. Sell and ticket flights on Virgin Australia (795) ticket stock to earn Points. New auctions are added weekly, so there are still plenty of opportunities to earn rewards. The more you sell, the more Points you have to bid on a great range of auction items.

THIS WEEK'S FEATURE AUCTION

GLOBAL JAPANESE KNIFE BLOCK SET



MAJOR PRIZE

KEEP SELLING AND YOU COULD WIN

\$10,000 CASH[^]

Top our High Sellers Leaderboard by selling and ticketing the highest base fare revenue on Virgin Australia (795) ticket stock between 21 May and 8 July 2015 and you'll win our major prize of \$10,000 cash![^]

Terms and conditions apply. Open to Aust. residents 18+ employed as a travel agent at a travel agency in Australia (excluding Online Travel Agents), with valid individual work email address (generic agency or shared emails are invalid). Agency/group registrations are not allowed. Must still be employed by the same employer at the time of the relevant draw. Programme commences on 21/05/2015 and ends at 11.59pm AEST on 08/07/2015 ("Programme Period"). Participants will earn Programme Points when they sell and ticket flights on Virgin Australia (795) ticket stock through a Global Distribution System during the Programme Period ("Eligible Flights"). Individuals who register by 11.59pm AEST 27/5/15 will automatically receive an entry to the Early Registration Draw. Draws at L5, 492 St Kilda Rd, Melbourne 3004, at 3pm AEST. Participants will receive 1 entry to the Second Chance Draw per 100 Participation Points remaining at the end of the Programme Period. Second Chance draw prizes: 15 x 12 Month Magazine Subscriptions (RRP 107.40 per prize), 13 x Iconic Gift Vouchers (RRP \$250 per prize) and 11 x Double Gold Class Movie Vouchers (RRP \$79.80 per prize) redeemable at Event, Village, Greater Union or Birch Carroll & Coyle cinema with Gold Class Facilities in Australia. Standard Voucher use terms and conditions apply at http://cdn.eventcinemas.com.au/Content/images/giftcards/EventWeb_GCvoucherTCs.pdf. [^]The Participant who achieves the highest sales, calculated on Base Fare in Australian dollars, of ticketed revenue for Eligible Flights (on a single valid account) ticketed during the Programme Period, will receive AU\$10,000, awarded in the form of electronic funds transfer into their nominated account. "Base Fare" means a fare exclusive of Ticket Taxes and GST. If there is a tie, the cash prize will be divided equally between the tied Participants. The winner will be announced on 31/07/2015 at Virgin Australia offices, Level 5, 7-15 Macquarie Place Sydney, NSW Australia. Promoter: Virgin Australia Airlines Pty Ltd (ABN 36 090 670 965) of 56 Edmondstone Rd, Bowen Hills, Qld 4006. Permits: NSW Permit No. LTPS/15/03284, VIC Permit No. 15/952, ACT Permit No. TP15/05701, SA Permit No. T15/724. See <http://aviatorsclub.virginaustralia.com> for full terms and conditions.