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Travel Daily AU

First with the news

Thu 03 Apr 08 Page 1
 EDITORS: Bruce Piper and Guy Dundas
 E-mail: info@traveldaily.com.au Ph: 1300 799 220

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New QF gateway fares

QANTAS last week launched a new International Gateway domestic fare structure in the economy cabin, with the move said to make combining travel within Australia with an international journey easier.

The new fares are combinable with QF, JQ, BA and AA int'l fares, with Qantas saying this means customers have "more options at a competitive price."

Combinations are to be issued on the same ticket as the

QF LHR options

QANTAS is allowing passengers heading to London Heathrow to defer travel without penalty due to the ongoing problems with the new Terminal 5 at the airport.

There's also no penalty for re-routing travel or bypassing London as a stopover, but all changes to travel dates must be made before tomorrow.

NTIA nominees

AGENTS and suppliers who have been nominated in this year's National Travel Industry Awards only have until tomorrow to confirm in writing their acceptance of their nominations.

The full list of confirmed nominees will be published in TD next week, with online voting to commence Wed 16 Apr.

international journey and will adopt all conditions of the international fare (including ticketing time limit, refundability and change fees), giving more flexibility and ease of servicing.

The fares went on sale last Fri in all classes except Y, H and Q and are common rated with published fares in the same class.

Domestic wholesale and corporate fares are excluded, and eligible corporate discounts will only apply to the new International Gateway fares when booked in the same booking class as the int'l fare that is eligible for a discount.

Windy disruptions

HIGH winds on the eastern seaboard this week have impacted operations across Australian domestic networks.

Yesterday Melbourne was affected by winds, while today it's Sydney's turn, with the airport currently running on single runway operations.

Bumper issue today

TD today has six pages of news and photos plus full pages from (click here):

- TMS Asia Pacific
- AA Appointments
- Renault Eurodrive

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UK groups to merge

THE Association of British Travel Agents overnight announced it would amalgamate with the UK Federation of Tour Operators.

The move, effective 01 Jul, will see the two leading UK travel trade associations coming together, with a statement saying the move would "create a powerful and authoritative voice for the industry."

ABTA ceo Mark Tanzer said the formal deal would benefit members by bringing about "operating synergies which will give us the capacity to create a stronger lobbying voice, be more effective, and save costs."



TONIGHT'S episode of Channel Nine's travel program *Getaway* shown at 7:30pm includes stories on the following;

- Cuba after Fidel Castro
- Sea World on the Gold Coast
- Boutique hotels, Melbourne
- Cairo to Abu Simbel, Egypt
- Radisson Fiji
- King St Wharf, Sydney
- Gold Coast Hinterland

2008 Brolga awards

NOMINATIONS are now being accepted by tourism operators for the Northern Territory's 2008 Brolga Awards.

The awards recognise tourism businesses which represent the best products and services available in the Northern Territory.

This years event will feature 25 business and three individual categories including the all new 'Qantas Award for Excellence in Sustainable Tourism'.

Expressions of interest will close on 30 Jun, with the gala ceremony to be held on 15 Nov at the Darwin Convention Centre - see www.brolgaawards.com.au.

TICA urges use of interns

THE Travel Industry Careers Association is continuing its efforts to address the ongoing industry staffing crisis, suggesting that the use of tourism students can be an important component of a successful staffing strategy.

TICA will later this month hold a seminar in Sydney aiming to dispel "myths and misconceptions" about the practicalities of using interns as part of the staffing solution.

More than 100 tourism degree candidates will be available for employment from Jul, with some institutions such as Southern Cross University requiring students to undertake a practical industry

placement as part of their course.

The TICA event will feature Pinpoint Travel Group gm Janette Davie, who has taken on 12 interns in recent years and ended up offering permanent jobs to all but one of them.

Tourism Australia's Trade Events coordinator Jessica McClean will also take part in the free seminar which will be held 15 Apr at the TSAX North Sydney office - RSVPs executive@travelindustry careers.org.

Footy fan deals

LASTMINUTE.COM has launched a new system called *Follow the Game* which allows fans to easily match any NRL and AFL fixture with accommodation and flights.

The site can be viewed at lastminute.com.au/follow-the-game

More e-ticketing

QANTAS has implemented interline electronic ticketing with a number of carriers in the last week or so, with new additions including China Airlines, Air Mauritius, Air Astana, Air Tahiti and Aeromexico.

French bonus

TRAFALGAR Tours is offering 1500 bonus World Rewards points on all first class tour bookings in France, with the bonus valid for new bookings made this month.

PER upgrade

HALF a billion dollars is to be spent improving facilities at the choked Perth Airport, according to a statement from owner Westralia Airports Corporation.

The company was responding to a speech in parliament by WA premier Alan Carpenter, in which he labelled the airport as an "embarrassment".

The Australian said Westralia planned to boost capacity by 50% to 12 million by 2015, with the move also set to see the consolidation of the currently split domestic and international airports into a single site.



Corporate Consultant

Goldman Travel Corporation, a leading travel management company located in Sydney, is looking for an experienced corporate consultant to join our dynamic team. Applicants must be Sabre and Tramada trained, have the skills to work autonomously and be totally focused on customer care. Very attractive salary and working conditions guaranteed. **Please send your resume to David Goldman, General Manager at david@goldmantravel.com.au.**



Window Seat

INTERCONTINENTAL Hotels Group will be thrilled at an endorsement by Richard Branson during his Australian visit earlier this week.

Although the billionaire could afford to stay in any hotel he likes, he confessed that he prefers the Holiday Inn.

"I know that doesn't sound salubrious but it is where our Virgin Blue crew stay and they are always good for a laugh at the bottom end of the evening," he said.

REPORTS of travel-related April Fool's stunts continue to flood in, with Canadian carrier WestJet announcing that it's introduced special "sleeper cabins" (pictured below) which can be booked for just \$12 extra.

The airline said it was converting the overhead compartments across its entire fleet into the special cabins as it continues its efforts to woo corporate travellers.

"Guests will now have the opportunity to lie down for a period of time and arrive at their destination refreshed, rested and ready to go," Westjet said.



AND Irish low-cost carrier Ryanair announced on 01 Apr that it had launched a new website to tap into the X-rated travel market.

www.ryanbare.com promised "obscenely low fares" and "a range of products to satisfy even the most hard core asexual."



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1 Independence
THE SMART CHOICE!

Virgin mocks BA in Hong Kong

VIRGIN Atlantic has continued its tradition of ambush marketing in Hong Kong this week, using the messaging system on the electronic scoreboard during the Hong Kong Rugby Sevens to post a number of messages reminding travellers of the London Heathrow Terminal 5 debacle.

A VS insider told TD one of the messages: "Dear BA: Congrats on the Stellar Launch of T5, Lots of Love VA" (pictured right) triggered a number of similar digs from disgruntled spectators who had made it to Hong Kong flying BA - minus their luggage or travelling companions.

Throughout the event the crowd was also showered with

special Virgin Atlantic "Kenya Feel It?" sweatbands (also pictured), dozens of which somehow made their way into the Cathay Pacific corporate box.

The cheeky promotion didn't however bring luck to the Virgin Atlantic-sponsored Kenya team, which made it through to the final eight in the tournament before being narrowly defeated by the team from Fiji.



The Hong Kong Sevens scoreboard



Kenya Feel It? The VS sweatbands.

Whitsundays deal

A GROUP of investors has spent as much as \$30m to buy Keswick Island, near Brampton Island in the Whitsundays, saying "it's the last large-scale development opportunity" in the region.

The 530 hectare island has an airstrip and is zoned to allow tourism and related activity.

Carnival refunds

CARNIVAL Corporation says it will voluntarily refund the "fuel supplement" it applied for bookings made before 07 Nov 07.

The move follows a deal with Florida authorities, after some passengers on several cruise lines complained about the fuel levy being retrospectively applied.

QF strike threat

THE union representing Qantas engineers has walked away from a new enterprise agreement, and is instead planning a series of 48-hour strikes after members said the deal was inadequate.

Qantas exec gm people Kevin Brown described the union as "hopeless" saying the airline had bargained in good faith.

MH orders 55 planes

MALAYSIA Airlines has placed an order for 35 Boeing 737-800s with an option for 20 more.

The deal including options is worth USD\$4.2 billion, with the aircraft to be delivered from 2010, in addition to six Airbus A380s expected in 2011.



AUSTRALIAN CAPITAL TOURISM

Territory and Municipal Services

- Enterprise Services Network
- Tourism
- Australian Capital Tourism
- Sales Executive

Administrative Services Officer Class 6 \$59,711-\$68,591, (\$62,099 - \$71,335 as of 03/04/08), Canberra (PN: 11954 expected vacancy)

Australian Capital Tourism is seeking a suitable candidate to assist in the identification and implementation of programs to increase visitation to the ACT and region from both domestic and international key target markets via a range of sales, distribution and promotional activities.

Duties: The preferred candidate will possess the following skills: ability to work independently, strong administrative skills, the ability to build strong business relationships and be able to supervise junior staff. Experience in understanding travel distribution channels, using database software and managing budgets would also be highly advantageous.

Eligibility/Other Requirements: The position holder must be prepared to work flexible hours outside of core office hours and possess a current Australian driver's licence.

Contact Officer: Paul Taylor (02) 620 50561

Applicants should note that a Joint Selection Committee (JSC) established in accordance with the certified agreement provisions will assess all applications for this position.

Selection documentation may be downloaded from:

<http://www.jobs.act.gov.au/>

Applications can be sent via email to: jobs@act.gov.au or by post to: Shared Services Centre, Recruitment Services, GPO Box 158 Canberra City ACT 2601

Applications close: 10 April 2008

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ATEC Symposium

29 April-2 May 2008

ATEC Symposium – Future Tourism

ATEC is taking Australia's largest inbound tourism conference, the ATEC Symposium, to one of Australia's premier food and wine inbound destinations - **Newcastle and The Hunter** - just two hours from Sydney. The ATEC Symposium will look at our industry's future and comprise two full conference days, business-to-business workshops, the Destination showcase evening in the Hunter Valley and a range of social networking functions.

Program includes:

- Bernard Salt, Partner, KPMG – Our ageing markets
- Martin Ferguson, Federal Minister for Resources, Energy and Tourism
- Craig Sadder, Vice President, Boeing Aviation – Future of Aviation
- Peter Liney, STA Travel – UK market outbound trends
- Jack Guo, Beijing China Travel Service - China market outbound trends
- Lindy Christian, Stella Travel Services – NZ market outbound trends

Registration:

Special registration offer to all Travel Daily readers - CLICK HERE.

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Click here for new fare rules



Discounts on Tucan

TO celebrate the launch of Tucan Travel's 'Budget Expeditions 18-35's' African safaris program the adventure company has cut tour prices by 25% on all African safaris departing before 31 Oct.

Itineraries range from a 16 day tour that visits the mountain gorillas and game parks, to the 70 day Ultimate African Safari which travels from Cape Town to Nairobi.

The discount is being offered until 30 Apr for all deposited bookings - www.tucantravel.com.

Iberia adds activities

SPANISH flag carrier Iberia has become the first airline to enhance its website with the new Amadeus Activities & Entertainment destination services platform.

From May, the move will see more than 7000 bookable destination products and services available in over 400 destinations worldwide through iberia.com.

The system automatically displays content according to the destination and dates of the customer's booked air segment.



WIN A NO VACANCY PACKAGE

No Vacancy is set to be a great day featuring industry leaders, panels, case studies, presentations and a debate with an expected crowd of 200 - more info see www.traveltrends.biz.

This week, *Travel Daily* is giving subscribers the chance to win one of two 'No Vacancy' packages valued at over \$800.

The prize includes a ticket to the **No Vacancy** conference to be held in Sydney on Tue 15 April and a night's accom at the beautiful Sydney Marriott, including breakfast.

To enter, simply tell us in 25 words or less what you think will be the next big trend impacting on Australia's accom industry.

Email your answer to novacancycomp@traveldaily.com.au.



Marketing & Communications Manager

- Events and Marketing focus
- New Role with lots of great initiatives ahead
- Help lead an important and growing industry

The person we seek will have a solid background in the travel, tourism or the hospitality industry in one or more of the following disciplines: brand management, marketing, product development, communication public relations or events. This role contains an element of all of these areas.

You will be an energetic person who loves being involved in many projects at once, yet will be capable of delivering in a small team environment.

You would be required to represent the Federation from time to time and would find this role extremely diverse and hands on. We need a people person who can make things happen.

Arranging events, trade shows, web site management, managing the communications with members, AFTA WebMail and other marketing aspects of the Federation form the basis to this role.

This is an excellent position for someone looking to make a difference in the travel industry.

An attractive salary package including a performance bonus is on offer.

Please send your CV to afta@afta.com.au for the attention of the Deputy Chief Executive.



WELCOME to *Industry Appointments*, Thursday's regular special feature.

If you have just appointed someone to a new position and would like to update the industry email info@traveldaily.com.au.

Tourism Victoria has appointed Katie Meurs as its marketing exec for the UK, Ireland, Nordic & Benelux regions.

Melbourne Convention and Exhibition Centre has welcomed Suzi O'Dell to the role of communications manager.

Amadeus has appointed James Grant as manager, global partners and Marc Wise as manager national sales, corporate (UK).

Carnival Australia's ceo Ann Sherry is among the 1000 people who have been appointed to the Australia 2020 Summit.

VS keen on bmi

VIRGIN Atlantic has announced hopes for a merger with bmi, according to reports in Germany.

VS external affairs and route development director Barry Humphreys is quoted in the *Sueddeutsche Zeitung* as saying "we are very interested in a merger with bmi."

It's understood Virgin is pushing bmi's 30% shareholder Lufthansa AG to agree to the deal.

1st class Austria rail

TEMPO Holidays' is offering a seven-day Austrian Highlights package with first class rail tickets between Vienna, Salzburg, Innsbruck and Graz from \$1781 pp incl accom, breakfasts and more.

The deal is great for first time visitors and single travellers - see www.tempoholidays.com.au or phone 1300 362 844.



SALES & MARKETING MANAGER QLD & NT SALES & MARKETING MANAGER VIC & TAS

World Aviation Systems is seeking two travel industry professionals to take on the exciting and challenging roles of Sales and Marketing Manager QLD/NT (based in Brisbane) and Sales and Marketing Manager VIC/TAS (based in Melbourne) for the Air Pacific Account.

The objective of these roles is to develop focused sales and marketing teams and implement approved Sales and Marketing activities to achieve set goals in terms of passenger numbers, yield and revenue whilst enhancing Air Pacific's relationships and profile in the respective markets.

The candidates will need to have a high level of customer service orientation, be assertive without being aggressive, possess a strong commitment to meeting team objectives, and be capable of working under pressure whilst consistently demonstrating initiative and self-motivation. The candidates should be confident and comfortable in dealing with all levels of the travel industry.

The candidates will need to have appropriate travel qualifications including Fares & Ticketing I & II, relevant supervisory/management courses or qualifications and tertiary education in marketing preferred plus a minimum of 5 years experience in sales, marketing and management positions.

If you are the person we are seeking, please send your resume to Veronica Jovanovic (veronicaj@worldaviation.com.au) by 4 April 2008.

Only those successful for an interview will be notified.

Send your sweethearts to Koh Samui

THAI, now double daily between Bangkok and Koh Samui

Fares from \$930 return plus taxes ex east coast and from \$878 plus taxes ex Perth

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WIN A TRIP TO THAILAND

THIS month *Travel Daily* is giving subscribers the chance to win an amazing trip for two to THAI's newest destination in Thailand, the popular resort of Koh Samui.

The competition is being sponsored by THAI, the Tourism Authority of Thailand and Centara Hotels & Resorts and the prize includes two TG tickets to Koh Samui, plus two nights accommodation at the Centara Grand Samui Beach Resort on Chaweng Beach and two nights at Centara Villas Samui on Natiem Beach including daily breakfast, airport transfers and a half day sightseeing tour.

Each week, *TD* will publish an image of a geographical, historical or cultural icon from any one of the destinations across the THAI network.

To be in the running to win we're asking readers to tell us where the icon can be found and the closest city on the THAI network, plus tell us in 20 words or less why you would like to go there and what you would like to see/do if given the opportunity.

Correct entries will be entered into the draw and at the end of the month, the most imaginative answer will be the ultimate winner of this incredible holiday to Koh Samui.

Entries are to emailed to thaicomp@traveldaily.com.au. See our website at www.traveldaily.com.au for full terms and conditions.

Here is this week's image -



amazing THAILAND



CENTARA HOTELS & RESORTS



Air Tahiti Nui

SALES CO-ORDINATOR

World Aviation Systems, GSA for Air Tahiti Nui, is seeking an organised, dynamic and customer focused individual to join our Sydney team.

As Sales Co-ordinator you will provide dedicated support to the Regional Director and sales team. This position will also perform some external sales activities.

To be successful in this role you will possess strong administrative skills/PA skills, a sound working knowledge of MS Office, a great attitude, confidence, excellent organisational and time management skills and travel industry experience.

Please email your resume to: Veronica Jovanovic - veronicaj@worldaviation.com.au

Applications close: Friday 4 April 2008.

Only successful applicants will be contacted.

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

Travel Daily AU
First with the news



ABOVE: Some of Australia's leading business events figures met in Sydney on Tuesday at a special forum to discuss how the city of Sydney can attract more global business events and the challenges the industry faces.

Convened by the Sydney Convention & Visitors Bureau, the briefing included presentations from Bruce MacMillan, the president and CEO of the world's largest meetings body, Meeting Professionals International (MPI) and SCVB Managing Director Jon Hutchison.

Pictured here *from left* are the panel that shared their views of the industry outlook, comprising of Geoff Parmenter, the newly

appointed CEO of Events NSW; Geoff Buckley, managing director of Tourism Aus; Jon Hutchison; Bruce Morris, GPT Group Hotel/Tourism Portfolio manager and Bruce MacMillan.

The speakers highlighted the key challenges ahead for Sydney, including int'l competition & the need for more meetings infrastructure.

However, the consensus was that Sydney was better placed than ever to address these challenges, with new support for business events from the NSW Government, int'l recognition as the world's leading city brand & a professional workforce delivering a great experience for visitors.

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Excellent communication skills in English required. Knowledge of other languages, including Arabic an advantage.

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Applications close at 4pm on Friday 18th April.**



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Award winning company. 60/40 split - Account Mang't & Business Development Manager. Must be flexible & technology savvy. Inbound/wholesale background pref. **Call Joanne**

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LX team flying high



ABOVE: Swiss International Airlines' Australian based team celebrated a record breaking year in 2007 by tackling the Sydney Harbour BridgeClimb last week.

LX says its looking forward to a challenging 2008 but has had a strong start to the season already.

Pictured here at the summit of the BridgeClimb from left are Anca Sbenge, Angela Caldwell, Jacqui Walshe, Gianni DiStefano, Monika Auer, Nigel Bale, Nhung Truong, Anil Rodricks & Estela Alvear.

Russian e-brochure

RUSSIAN Gateway Tours has released 'The Best of Russia 2008 Moscow' e-brochure which features a range of hotel options, city breaks, transfers and tours.

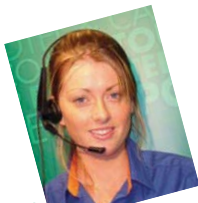
For a copy go to - www.russian-gateway.com.au/ebrochures.htm

Ghan agent rates

GSR is offering agents 50% off Gold Service on The Ghan for travel to 30 Apr - email dates and names to agentsupport@gsr.com.au.

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Long established internationally as market leaders in the world of independent travel, Trailfinders is expanding its Australian operation and has further vacancies for Travel Consultants to join both our Melbourne and Perth Travel Centres.



You should have proven sales ability, exceptional communication skills and a flexible approach & commitment to customer service excellence. Australian Permanent Residency or Citizenship is required, as is travel experience in no fewer than three of the following: Europe, Asia, Africa, North & South America.



Previous industry experience, although not essential, would be welcomed and you will be rewarded accordingly with an above industry average salary package.

We'll train you with our comprehensive and extensive in-house training program, pay you one of the best salaries in the industry plus overtime, give you Free Lunch daily and offer you an impressive range of travel benefits and bonuses to keep you travelling.

To apply please forward your resume and a cover letter detailing how you meet our requirements no later than Friday 4th April to:

Sue Muollo, Personnel Manager
smuollo@trailfinders.com

TRAILFINDERS



UA 777s grounded

UNITED Airlines is expecting major disruptions across its global network today, after grounding all 52 of its Boeing 777 aircraft for urgent maintenance checks.

The carrier advised the US FAA that as part of a regular review of records it discovered that checks hadn't been correctly performed on the cargo fire suppression system.

Change fees have been waived and pax are advised to "consider changing their travel plans."

Travel Daily AU
First with the news

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

50% off Africa deal

INTREPID is offering travellers who book an African holiday in April 50% off a second African trip.

See www.intrepidtravel.com/africapromo.



Corporate Sales Representative – SYDNEY

Malaysia Airlines Sydney Sales Division requires the services of an experienced Corporate Sales Representative. Primary responsibilities include: be accountable for developing and retaining our corporate and direct client relationships, create strategies for corporate/travel management, company client relationship building, be responsible for the delivery of consistent and effective account management, ensure maximum corporate client retention and return maximum required profit levels to MAS in NSW & ACT.

Please forward your application to: the HR/Administration Manager sydrh@malaysia-airlines.com applications close 10 April 2008.

Sales Representative – SYDNEY

Malaysia Airlines State Sales Division requires the services of an experienced Sales Representative. Primary responsibilities include: conducting sales calls to all assigned accounts, establish growth plans for individual accounts and monitor revenue performance, be responsible for the development of corporate and incentive traffic and group movements, monitor and manage market share for key accounts and conduct monthly performance reviews with key accounts.

Please email your application to: the HR/Administration Manager at sydrh@malaysia-airlines.com applications close 10 April 2008.

Corporate Sales & Marketing Officer – SYDNEY

Malaysia Airlines Corporate Sales & Marketing Division requires the services of an experienced Corporate Sales Officer. Primary responsibilities include: to provide sales support for the trade, Corp Sales & Marketing Manager and Corp Account Representatives, assist with enquiries, preparation of reports and coordination of promotional events.

Please forward your application to: the HR/Administration Manager sydrh@malaysia-airlines.com applications close 10 April 2008.

Sales & Marketing Officer – SYDNEY

Malaysia Airlines State Sales Division requires the services of an experienced Sales & Marketing Officer. Primary responsibilities include: providing inside sales support for trade, the Sales Manager and Sales team, create and distribute fare bulletins, preparation of reports, coordinate promotional events, prepare promotion materials and coordinate familiarisations.

Please email your application to the HR/Administration Manager at sydrh@malaysia-airlines.com applications close 10 April 2008.

Sales Representative – PERTH

Malaysia Airlines State Sales Division requires the services of an experienced Sales Representative. Primary responsibilities include: conducting sales calls to all assigned accounts, establish growth plans for individual accounts and monitor revenue performance, be responsible for the development of corporate and incentive traffic and group movements, monitor and manage market share for key accounts, conduct monthly performance reviews with key accounts.

Please email your application to the HR/Administration Manager perhr@malaysia-airlines.com applications close 10 April 2008.

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To apply, or obtain a position description contact: elizabeth_scott@travelctm.com



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Our candidate has extensive experience across sales, marketing, distribution, pricing and revenue generation within high-profile business environments within the travel industry for the last 20 years. This candidate is highly skilled in managing staff, is a commercially business minded professional who is an expert in revenue, profitability and market-share maximisation with hands-on experience in managing day-to-day operations that will increase customer satisfaction and cost savings initiatives across the business. Experienced in global communications, this candidate has strong negotiation and conflict resolution skills having successfully negotiated, managed and facilitated relationships with major strategic partners.

CALL 02 9231 6444 or email execjobs@tmsap.com

Operations Manager

- 17 years Travel Industry Experience
- Hard working and dedicated to efficiency.
- Ready to move interstate

This Candidate has a wealth of experience in Management, Operations and more specifically the in's and out's of the Wholesale and Corporate Travel Management business model. They have 7 years experience leading, coaching, empowering and mentoring a team of up to 42 staff. They describe their leadership style as hands on, and has a true open door policy – This candidate is well respected amongst her peers and senior management and is brilliant at promoting team work, implementing rewards and recognition programs to achieve required services levels and increased morale. This Candidate is highly motivated and thrives on a challenge.

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GENERAL MANAGER

- Over 20 Years Industry Experience
- Commercial, Sales, Product & Marketing Experience
- Dynamic, Respected and Strategic Candidate

Highly experience executive with previous positions held in General Management, Sales, Marketing and Product Management within Australia and internationally. Our candidate holds a broad commercial experience across retail and aviation with a proven track record of achievements in start-ups in new markets to restructuring and profit turnarounds. This person is a leader, develops strategies, has strong communication skills, and efficient team management. Located currently in ACT, but will relocate interstate.

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GENERAL MANAGER, SALES

- 17 Years Sales & Senior Management Experience
- Corporate, leisure and inbound sales markets within Hotels
- Outstanding negotiation, relationship building

Our candidate is a highly accomplished, senior sales and operations manager who holds extensive experience in international markets across Asia Pacific and Australia. This candidate is a proven sales manager skilled at leading sales teams in highly competitive markets whereby contributing to the business success by growing revenues and profitability in challenging industry conditions. With excellent leadership skills and experience in coaching, mentoring and developing high performance sales teams this candidate has worked within diverse company structures within leading hotel organisations to achieve challenging targets and growth across target markets.

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Senior National Sales Manager

- Over 6 Years Sales Management Experience

This Candidate is an entrepreneurial National Sales Manager with a good understanding and unique comprehensions of working at senior levels particularly in the industry sectors and extensive experience in growing the national and international market-share in the travel and tourism industry. My candidate demonstrates exceptional communication skills as well as outstanding management skills to encourage and inspire a team to achieve outstanding outcomes by implementing well developed management techniques, creative thinking and an ability to identify innovative, win-win solutions to challenging problems. This candidate will be snapped up!

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PRODUCT & MARKETING MANAGER

- 19 Years Industry Experience
- Wholesale & Aviation
- Established Candidate

This candidate has held national and state level positions across the travel industry most recently in Inbound, Outbound, Airlines and Touring within Australia and overseas. The roles held by this candidate have been around Sales, Marketing, Product and Operations. Currently Sydney based but would relocate for the right role to South Australia. Our candidate is currently seeking a management position focused on Product or Marketing which is where his strengths lie. Well grounded driven individual with proven success in team management.

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To learn more about our candidates listed above contact our Executive Search Team:
Blythe Marques, Ingrid Johnson or Wendy Stearn on 02 9231 6444 or e-mail execjobs@tmsap.com

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Looking for a role that pays you what you are worth? No need to look any further! This well established boutique agency that rarely has openings for new staff is looking for their next superstar. You will be dealing with VIP clients booking their business travel around the world, you must be used to dealing with high end corporate travel including booking CEOs and executives. You will be rewarded with one of the best salaries in the industry and a supportive team and management structure.

MOVE AWAY FROM FACE TO FACE VIP CORPORATE LEISURE CONSULTANTS IN HOT DEMAND SYDNEY CBD LOCATIONS \$45-\$60 PKG

Do you love what you do, love the products you sell but want to move away from face to face consulting? Make a move to corporate leisure and enjoy booking 5 star hotels first and business class flights, luxury tours and cruises on a daily basis. If you have at least 2 – 3 years retail experience and have exceptional customer service skills then apply today, top salary and fantastic benefits on offer, these positions won't last so be in quick.

INSPIRATIONAL IMPLANT! SENIOR CORPORATE TRAVEL CONSULTANT MELBOURNE BAYSIDE – PKG UPTO \$63K

Step away from the large call centre environment & into a friendly, vibrant implant office! You will be responsible for all travel arrangements for this one specific company. As you will be working in their office, you will be able to build a stronger rapport with your clients & feel part of the team! Fantastic benefits on offer, including chill out room with pool table! Apply now & reap these benefits today!

RULE THE ROOST! RETAIL TRAVEL SUPERVISORS x 2 PERTH CITY & EASTERN WA– PKG TO \$57K + INCENTIVES

Sensational salary opportunities on offer for a dedicated & motivated travel manager! Work in a fun office where you will be responsible for a sensational team of consultants! The more you motivate your staff the more dollars you will make! To be eligible for this role you must have at least 3 years travel consulting experience with supervisory experience, an approachable personality & great sales abilities!

EARN THE HIGHEST SALARY IN THE BUSINESS! MULTI SKILLED CORPORATE TRAVEL CONSULTANT ADELAIDE CITY – SALARY OTE TO \$65K

Get rewarded for your hard work! It's hard to believe, but the work you do could increase your salary! This will have you loving your job & the extra \$\$\$! Work in a fun & exciting office without the face to face consulting you get from retail! To be successful you must have an outgoing personality, at least 12 months travel consulting experience & have a proven sales or corporate travel record. APPLY NOW to earn the BIG BUCKS!

TRAVELLED THE WORLD?! HIGH END TRAVEL SPECIALIST MELBOURNE INNER CITY – SALARY PKG TO \$49K

Wanting to step away from the face to face retail environment? Move into a wholesale travel role where you can spend your days organising exciting & intricate travel itineraries to some of the world's most amazing destinations! To be successful in this role you must have travelled extensively to either South America, UK/Europe or the Middle East & have previous travel consulting experience.

REWARDING RETAIL! RETAIL TRAVEL CONSULTANT BRISBANE NORTHSIDE – SALARY NEGOTIABLE DOE

Our client is a really successful branch of a leading travel brand. The consultants are all Million Dollar Babies and the rewards they receive are HUGE!! To be a part of this dream team you will need to be a self-motivated, results-driven and passionate with proven selling skills with at least 12 months experience who is sick of not being rewarded for your efforts or your successes. Located in a lucrative retail environment, you will excel in a thriving agency that encourages you to show off!

HEAD OUT WEST! RETAIL TRAVEL CONSULTANT IPSWICH – OTE \$45K +

Take a spin out west as this successful travel company is looking for an experienced travel consultant to join their team! If you're tired of the rat race and want to work close to home then this is the role for you. In return for your hard work, you will be rewarded with a great base salary, free uniforms, fantastic incentives and much more! The ideal candidate will have a minimum 12 months travel consulting experience with strong CRS skills.

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