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Travel Daily AU
First with the news

Tue 12 Jan 10 Page 1

EDITORS: Bruce Piper and Guy Dundas
E-mail: info@traveldaily.com.au Ph: 1300 799 220

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Nov arrivals up by 5.5%

SHORT term visitor arrivals to Australia during Nov 09 were 5.5% higher than the previous year, according to Australian Bureau of Statistics figures released today.

The trend estimate for arrivals was also 1.1% higher compared to Oct, following monthly increases for Sep (1.3%) and Oct (1.2%).

Year-on-year arrivals grew very strongly from the USA, up 19.2% to 43,600 for the month, reflecting the extra capacity on the Pacific route introduced over the last 12 months.

There was also strong growth from Malaysia, up 19.4% to 18,000, and China, up 10.5% to 31,800 for the month, while Canada also grew 8.6% to 10,900.

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HONG KONG SEVENS 2010

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Hong Kong Stadium
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New Zealand was Australia's biggest tourism market, with 95200 visitors, up 1.7% compared to the same period last year.

The Japanese and Korean markets continued to decline, down 10.7% and 8.3% respectively.

Departures were down slightly in seasonally adjusted terms, with the top market being New Zealand, followed by Indonesia, the USA, Thailand and the UK.

NZ also quits AAPA

AIR New Zealand has been confirmed as withdrawing from regional aviation group the Association of Asia Pacific Airlines, according to a report in *Air Transport World*.

The move follows a similar withdrawal by Qantas, with both carriers choosing not to renew their membership last year.

The AAPA website hasn't been updated with the new membership details, continuing to list QF and NZ among the 17 members which also include CX, GA, JL, KE, MH, SQ and TG.

Today's Travel Daily

Travel Daily today has six pages of news, as well as full pages of jobs from: (click)

- TMS Asia Pacific
- AA Appointments

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Page 2

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ETIHAD
AIRWAYS

Click for Etihad Interactive Tour

Deliziosa portal

COSTA Cruises has launched a new website for latest vessel Costa Deliziosa, offering a range of info on the ship's facilities, video interviews with key staff, the latest Costa news and more.

The portal has been created ahead of Deliziosa's christening in Dubai late next month.

Visit www.costadeliziosa.com.



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Walshe Kuoni Japan pact

THE parent company of The Walshe Group, NZ-listed Southern Travel Holdings (STH), has announced a new alliance with Kuoni Destination Management (KDM) in Japan.

Southern Travel ceo Jacqui Walshe said the alliance would see

Air Vanuatu to 7%

AIR Vanuatu this morning announced it will reduce travel agency base commission to 7% for tickets issued on or after 01 Mar.

The new 7% rate, described as "highly competitive" by the carrier's manager Australia, Malcolm Pryor, will apply to both international and domestic fares.

"Rather than announcing a sudden change, we are offering a generous lead time to allow agents the option of ticketing before the new level is introduced," he said.

DJ dom. expansion

TD understands that Virgin Blue is going to make an announcement in Mar about a boost to capacity, focused on routes being serviced by Tiger Airways Australia.

RBI flight changes

ROYAL Brunei Airlines is looking to modify its operations between Bandar Seri Begawan (BWN) and Australia and New Zealand, according to travel agent GDSS.

Effective 28 Mar, RBI will scale back the BWN-BNE route to six times weekly (previously daily) and will offer a direct BWN-AKL service five times per week (was daily, operating via BNE).

RBI is also replacing its aircraft on the BWN-PER route from an Airbus A320 to a Boeing 767-300.

Kuoni commence sales and operations in Japan for touring packages to New Zealand, with land content provided exclusively by Southern Travel's NZ inbound operations.

KDM is a strategic business unit of Swiss travel giant Kuoni, and operates services on behalf of major tour operators throughout Europe, North America, India, Africa, China and Australia.

The companies said they would "work together to develop new product for marketing to Japanese customers," with STH employees in Japan set to join Kuoni and "work to achieve greater cost efficiencies for Southern Travelnet's Japan based operation".

STH was originally founded as a specialist inbound operator into NZ and Australia from Japan, but purchased The Walshe Group in 2007, with interests associated with the Walshe family now major shareholders in the firm.

oneworld JAL push

QANTAS will join with its oneworld partners Cathay Pacific, British Airways and American Airlines this afternoon in a media conference in Tokyo to urge Japan Airlines to stay in the alliance.

The high level delegation includes QF Group Executive, Commercial Rob Gurney, and will reiterate the alliance's proposal to support the Japanese carrier in any restructuring.



Window Seat

A ROMANTIC gesture at a US airport last Fri ended up shutting down the terminal for hours, delaying thousands of travellers.

Security video of the incident shows a man slipping under a cordon at Newark Liberty to meet a departing female passenger who had already passed through a checkpoint - just to give her a goodbye kiss - forcing re-screening of all pax.

HERE'S a great way to pay for a honeymoon holiday.

A US couple is trying to raise money by recycling 400,000 aluminium cans to help fund their upcoming wedding.

They've even set up a special website to encourage people to donate their cans to the cause at www.weddingcans.com, and are well on their way with 88,000 cans ready for recycling already.

The 400,000 can target would amount to about 5 tons of aluminium, worth about US\$3800.

VISITORS to New York yesterday may have been lucky enough to see some unusual sights if they travelled on the city's railways.

It was the ninth annual No Pants Subway Ride, in which participants braved the cold by removing their trousers and wore just their underpants as they rode in the trains alongside more normally dressed commuters.

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Travel Daily
First with the news

Tue 12 Jan 10 Page 3

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Airline of the Year 2009
TTG Travel Awards 2009

QATAR
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GSR inaugural

GREAT Southern Rail has today commenced its maiden voyage of The Southern Spirit 'rail cruise' product, operating from Alice Springs to Coober Pedy.

The 14-day 'Grand Tour' began on Sat with a three-day land tour of the Red Centre, visiting Uluru and Kings Canyon, before its 45 guests boarded the rail adventure component for the first train leg.

While on the track, guests enjoy the comforts of either a Platinum Service cabin or a Gold Service cabin and fine dining, stopping for excursions and tours "ashore" enroute to Brisbane.

The trip also stops at Adelaide, Kangaroo Island, Melbourne, Phillip Island, Glenrowan, Parkes, the Blue Mountains, Sydney, the Hunter Valley and Coffs Harbour before the arrival at its Qld destination on 22 Jan.

The Southern Spirit's second and only other journey in 2010, 'The Coastal Epic' departs BNE on 24 Jan on the same 'rail cruise' but in the reverse direction.

Register your interest for next years journeys online at thesouthernspirit.com.au/registration.

New Caledonia sale

TRAVEL2 is expecting to boost sales to New Caledonia, yesterday releasing a variety of discounts on airfares, accom and tours to the South Pacific destination.

Four-night air/land packages ex BNE or SYD with Aircalin lead in at \$759pp twin share.

Other offers include up to a 40% discount at 13 resorts and 50% off transfer prices.

QR enviro project

QATAR Airways will assist with the development of a sustainable bio jet fuel under the 'Qatar Advanced Biofuel Platform'.

The Doha-based carrier will team with Qatar Science & Technology Park, Qatar Petroleum and Airbus on the initiative which aims to "get closer to the 'much talked about' carbon neutral growth," says QR's chief exec. officer Al Baker.

PER Qantas Club

BETWEEN 18 Jan and late May Qantas will not allow members of it's frequent flyer program to take guests into the Perth Club Lounge, due to renovation work.

European weather hits flights

HUNDREDS of flights have been cancelled in Europe over the last few days as extreme cold and heavy snowfalls blanket the continent.

Frankfurt Airport saw 255 services cancelled on Sat and 91 on Sun, while there have also been major disruptions at other airports incl London Heathrow.

Qantas on Fri issued a travel waiver for passengers ticketed to travel over the weekend, allowing them to defer their flights for up to three months if they made date changes before yesterday.

British pax slide

UK airport operator BAA has reported a 0.9% year-on-year drop in Dec passenger numbers to 8.02 million, with a full year decline of 4.2% to 106.9 million.

London Heathrow Airport was the only one of the six airports in BAA's portfolio to show growth in Dec, mainly due to long-haul increases.

"2009 was a difficult year for our airline customers," said BAA ceo Colin Matthews.

Interestingly, the QF waiver was valid for passengers on paid or Any Seat Frequent Flyer redemption tickets - while those with Frequent Flyer Classic redemption tickets were able to re-book or re-route subject of redemption seat availability only.

Creative Europe up

CREATIVE Holidays this morning announced it's increasing its commission on Europe and UK product to 15%.

The higher level is valid for new UK and Europe bookings made via Creative's online i-CREATE system between 11 Jan and 28 Feb.

GM sales, marketing & product Andrew Yell said the wholesaler's extensive Europe program and a range of special deals make it "perfect for the trade to make great sales in the lead-up to the European and UK summer by booking with Creative Holidays.

"Consultants should take advantage of these huge commission levels and sell, sell, sell before the end of February," he enthused.

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WIN A MAGAZINE SUBSCRIPTION FOR 12 MONTHS

Are you familiar with the amazing products that Hahn Air Ticketing offer?

This week, Hahn Air is giving five lucky **Travel Daily** readers the chance to win a yearly magazine subscription from a choice of 10 titles (pictured below).

To enter this great competition, simply be the first subscriber to correctly email the answer to the question below to: hahnaircomp@traveldaily.com.au.

TODAY'S QUESTION IS:

Name one GDS that Hahn can be plated in.

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Real Deals in NYC

NYC & Company is promoting a selection of packages on offer for travellers to 'The Big Apple' during the winter months.

The NYC: The Real Deal Winter 2010 campaign features more than 200 special deals (such as buy-one-get-one-free offers, or bonus vouchers) at attractions, hotels, museums, theatres, restaurants, shops and tours, until 28 Feb.

For info see nycgo.com/realdeal.

Tourists evacuated

HUNDREDS of holidaymakers were asked to leave national parks in Victoria, including the popular Grampians NP, yesterday as a result of dangerous fire conditions which stuck the state.

Tourists in Little Desert, the Black Range and St Arnaud National Parks were also urged to move on to avoid possible bushfires.

Other regions of the state face catastrophic conditions today.

'BEAT THE NET' AURIDIAN BREAKFAST SEMINAR 8.00-10.30am

Are you sick of being 'beaten' by the internet?

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- PARRAMATTA 25 FEB • CRONULLA 26 FEB •



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Mon's comp winner

CONGRATULATIONS to Marc Pilcer of Trans Am Travel, NSW who was the fastest reader to reply to yesterday's question in the Hahn Air competition (left) which features exclusively in *TD*.

Marc told us that Air Avianca (AV) was one airline that can be ticketed on Hahn Air in Australia.

Coconut meal deal

VANUATU'S Cocount Palms Resort is offering a \$100 Meal Credit per room per stay, when booking a 'Stay 7, Pay 4' package from now until 30 Sep (some blackout dates apply).

The deal is on sale until 28 Feb and is offered on all room types.

AY's new A330-300s

PASSENGERS flying in Finnair's Business Class cabin on Airbus A330-300s are now able to enjoy full-flat reclining seats, which were introduced as part of the airline's long-haul fleet modernisation.

In 2009, Finnair received five of the A330s which have adopted a newly designed Business cabin layout to provide more comfort for passengers at the 'pointy end'.

Complementing the lie-flat beds is a cabin design that, according to AY, "significantly increases privacy for each individual pax".

MEANWHILE, Finnair reports that its 2009 traffic declined by about 9% compared with the year earlier, carrying more than 7.4m passengers on its services.

Business Class figures were down marginally throughout the year across AY's operations but escalated by 16% in Dec.

WorldHotels adds 2

THE luxurious Bonnington JumeirahLakes Towers and the recently launched four-star Media One Hotel, have joined the WORLDHOTELS portfolio.

Both properties are located in Dubai and can now be booked via the worldhotels.com website.

Fancy taking a dive?

A LAS VEGAS Hotel is set to open the world's highest "SkyJump" - a 'controlled freefall' in which thrillseekers leap from the top of the building and plummet to the bottom.

Described as similar to skydiving or BASE jumping, the Stratosphere Las Vegas Hotel & Casino's *SkyJump Las Vegas* is set to open in Apr.

The attraction will complement three existing thrill rides already on top of the hotel's tower - *Big Shot*, *Insanity* and *X-Scream*.

It will be North America's only skyjump, with riders wearing special "jump suits" attached to a patented high-speed descender machine - which hopefully slows their flight after they leap from a platform atop the 100-storey high building.

Celebrity makeover

CELEBRITY Cruises has announced plans to refurbish its four Millennium-class vessels.

The US\$200m project will see features of Celebrity's popular Solstice-class ships added to the older vessels including new bars and eateries, restyled cabins and more luxurious suites.

Fly VA extension

VIRGIN Blue Group's long-haul international offshoot, V Australia has extended its partnership with the Australian cycling team that bore the airline's name in 2009.

V Australia will remain the title sponsor for the 'Fly V Australia' road cycling team for this and next year, according to the team.

The cyclists will promote VA in events domestically and overseas.

BUSINESS DEVELOPMENT MANAGER - QLD



We are looking for an enthusiastic Business Development Manager to join our sales team, located in Brisbane.

You will be highly motivated, enthusiastic and have the ability to work autonomously. Experienced in sales and displaying a focus on providing a high level of customer service, you will also be results orientated. An understanding of both corporate and travel industry market segments will be highly regarded.

You will be required to prospect for and win new business, service an existing portfolio of accounts and promote the range of Hertz products and services. A high degree of capability with Microsoft Office programs is essential. Knowledge of CRS and on-line booking tools will also be an advantage.

Applications in writing, with a cover letter should be addressed to Belinda Smart, State Sales Manager, Qld, no later than Monday 18 January 2010. Email: bsmart@hertz.com or mail to 11-15 Cornwall Street, Fairfield, QLD 4103.

WIN A TRIP TO EUROPE

To celebrate the start of the New Year, Rail Plus is giving **Travel Daily** agent readers the opportunity to win some sensational prizes during the months of January and February. To enter this fabulous competition, subscribers will simply have to correctly identify what country the train featured below is from and come up with a creative caption to accompany this image. There will be a major prize awarded at the end of the competition period of a place on the 2010 Rail Plus European familiarisation being held from 28 Apr to 08 May 2010, visiting Northern Italy, Switzerland, France and the UK* - for the best caption overall!

A weekly prize of a Eurail Select Pass for 5 days in 3 countries will also be up for grabs for the cleverest caption received each week, as decided by the Rail Plus judging panel.

So put on those thinking caps and email your caption and contact details to railpluscomp@traveldaily.com.au.

Full terms and conditions available at www.traveldaily.com.au.



*Itinerary subject to change.

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Air NZ \$100 off deal

AIR New Zealand is offering pax booking an economy Smart Saver return trans-Tasman fare to either Auckland, Christchurch, Wellington or Rotorua a \$100 discount off the full fare price.

The promo is available on direct routes ex SYD, MEL, BNE or OOL over select periods, until 20 Jan.

To take advantage of the offer, simply include '100OFF' in the promo code box when booking. See airnewzealand.com.au.

TNSW/QF team up

TOURISM New South Wales and Qantas are partnering up in a marketing promo aimed at luring more US travellers to the state.

The \$1m campaign was launched to coincide with this year's G'Day USA: Australia Week 2010 which launched last weekend (TD yesterday).

The promotion includes Qantas fares to Sydney departing LAX/SFO priced from \$US798, and New York from \$US998.

In 2009, the US was the fourth highest market for international visitors to NSW, accounting for 228,000 overnight stays for the 12 months to Sep.

MK SYD launch fare

AIR Mauritius has today released a \$1,340 airfare for the relaunch of triangular services between Sydney-Mauritius (via MEL), which start up on 05 Jul.

The special fare, which includes all taxes and charges, is available for travel between 07 Jul - 16 Nov but must be ticketed by 31 May. Phone 1300 332 077 for info.

Botswana bargain

BENCH International has a 'Stay 3, Pay 2' deal on offer during Feb at Stanleys Camp, which is located near the Moreni National Park in Botswana.

The three-night safari package is priced at \$1,495ppts, which is a saving of \$550 per person.

Delta lifts bag fee

DELTA Air Lines is lifting its fee for passenger's checked luggage on US domestic flights from today due to "continued economic pressures", according to a spokeswoman for the carrier.

DL's first checked bag levy goes up from \$US15 to \$US23, while the second checked bag charge rises from \$US25 to \$US32.

Hound DRW hours

GREYHOUND Australia says a thriving industry and increased demand for services has led the coach transport provider to lift its operation hours at Darwin Airport.

The terminal will now be open for 4hrs on Saturday and business hours have been extended from 9am to 5pm on weekdays.

"Now Darwin tourists can plan and purchase action-filled travel offers for their whole Australian trip in a one-stop shop," said Greyhound ceo Robert Thomas.

Karen's Dream role

DAYDREAM Island Resort & Spa has appointed Karen Maher as business development manager, with her role focused on the conference/incentives markets along with social groups and clubs.

VS orders 10 A330s

VIRGIN Atlantic and Airbus have confirmed the British carrier has placed an order for six A330-300 long-range jets, and that it's leasing another four from AerCap - a firm which leases and sells aircraft to airlines.

In Jun last year, VS began talks with Airbus about a fleet renewal program (TD 23 Jun).



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2 for 1 Pacific deals

CORAL Seas Travel is offering 2 for 1 holidays on a selection of resort packages in the South Pacific, when booked by 16 Feb.

The buy one get one free promo may be based on accom, meals, drinks, spa treatments or activities when booking a 4-night stay at Moorings Hotel, Vanuatu or at Sonaisali Island Resort, Fiji or Sinalei Reef Resort, Samoa, and a 10-night stay at Sunset Resort in the Cook Islands, and others.

All packages include airfares, taxes and brekkie, are generally valid over select dates between 20 Jan - 16 Sep, and are priced from \$729 in Vanuatu.

Go to www.coralseas.com.au for full details, or phone 1800 641 803.

Queenstown boost

AIR New Zealand is planning to add an extra weekly service from both Sydney and Melbourne to Queenstown, NZ in Jul and Aug.

The carrier's Tasman Pacific Airline general manager Glen Sowry said, "the increase in capacity reflects the ever increasing interest in the Southern Lakes region as a holiday destination."

The boost in trans-Tasman flights will see NZ offer up to 12 services during the peak ski period.

Boutique addition

PREFERRED Hotel Group has announced the signing of Phuket's Andara Resort and Villas to its Preferred Boutique brand.

Kings' clarification

AAT Kings has clarified that its Federation Square and 476, St Kilda Rd offices in Melbourne are now operating under its Sydney head office travel agency licence with the Travel Compensation Fund (TD Fri.)

Tiger milestone

TIGER Airways Australia says it will carry its 3 millionth passenger since launching, with the history making pax to board a flight this afternoon from the Gold Coast to Melbourne.

In celebration, TT is running a "triple travel sale" until 18 Jan, whereby passengers can save on the cost of their travel three ways.

Tiger is offering guests the option of mixing and matching either a 30% discount of airfares, a third day of free car hire and up to 50% off hotel prices.

Avalon extension

THE Australian Competition and Consumer Commission has extended the period for an examination of a pricing proposal for a terminal navigation service at Melbourne Avalon Airport until 28 Jan 2010 to allow proper consultation with affected parties.

Airservices Australia, which is the monopoly provider of air navigation services in Australia, has proposed charging \$5.49 per tonne for terminal navigation services at Avalon, which have been identified as necessary by the Civil Aviation Safety Authority.

The timing of the Airservices application would have originally meant that the last day for making a decision would have been last yesterday, which the ACCC said made consultation difficult due to the holiday period.

Oceania laptops

OCEANIA Cruises has announced that its next ship, the 1258-passenger *Marina*, will be equipped with a laptop computer in every cabin.

Passengers will be able to use the PCs at no charge, but will pay if they want to access the internet via the vessel's wireless broadband connection.

Marina is set to debut in Jan 2011 and Oceania says the vessel will also have the largest standard balcony cabins at sea.

Etihad iPhone app

ETIHAD Airways has launched a new application for the wildly popular Apple iPhone which offers real-time loyalty points redemption for members of its *Etihad Guest* program.

The free App will also offer channel-exclusive promotions and allow users to view their account information and use points to purchase any of the more than 1700 products available from the Etihad Reward Shop.

EY Chief Commercial Officer, Peter Baumgartner, said the iPhone move was part of a broader digital strategy for the airline, which will offer customers a range of services and information via mobile devices.

AC nutty order

AIR Canada has been ordered by the Canadian Transportation Agency to create a nut-free "buffer zone" on its flights, after complaints from some passengers about how the carrier treated their severe nut allergies.

AC has 30 days to come up with a plan to offer the nut-free cabin area to passengers who advise them ahead of time that they are allergic to nut products.

In the special zone pax will be advised they can only eat nut-free foods, with the carrier saying it's currently reviewing the ruling.



WELCOME to *Money Talk*, TD's weekly feature on what the Australian dollar is doing.

\$1AUD = US92.8c

THE Australian dollar has soared to new highs against most major currencies, after disappointing economic data from the US last week pushed the greenback lower.

Strong employment figures here, as well as a surge in exports from China have also fuelled investor confidence, with many analysts now once again predicting that the A\$ will hit parity with the US currency at some stage in 2010.

Against the British pound Sterling the Aussie has hit 25 year highs, and is also at its highest level against the Euro since Nov 2007.

It's all good news for Australian travel agents, who should be encouraging their clients to book now so they can take advantage of the unprecedented strength in the Aussie dollar for travel to the UK, US and Europe.

Wholesalers and tour operators are also being encouraged to lock in the current high levels by using hedging to reduce their exposure in the event that the dollar slips back.

Wholesale rates this morning:

US	\$0.9282
UK	£0.5753
NZ	\$1.245
Euro	€0.6389
Japan	¥85.15
Thailand	฿30.69
China	¥6.255
South Africa	R6.755
Canada	\$0.9359
Crude oil	US\$82.21

CAREER OPPORTUNITIES WITH THE TRAVEL PROFESSIONALS

Harvey World Travel is a leading national franchise network and one of the longest established retail travel agency groups in Australia.

With a passion for travel and a dedication to excellence in service, the strength of the Harvey World Travel brand is our people.

We currently have a number of exciting positions available based in our Sydney Office.

- FRANCHISE MANAGER - NSW/ACT/QLD
- BUSINESS MANAGER, NSW
- AIR & PRODUCT MANAGER

Click here for more details.

Applications close 18th January 2010.



Resurg seeks Travel Industry Specialist

Due to our ongoing growth in the Travel Industry, Resurg is pleased to announce that we are now advertising for a Travel Specialist to get involved with all our work with Travel businesses in the industry. We are seeking a person with strong experience or ownership in running a successful travel business, who is self driven and comfortable teaching and presenting to other business owners. As we have been specialists in performance management for many years, ongoing training and assistance will be provided.

Therefore if you are an experienced travel specialist who is looking for a new challenge then please contact Chris Young on 1300 132 138.

Interested business owners who have successfully set up their business to operate effectively without them are most welcome to apply.

Set Sail on a New Career!

Chart a course towards these exciting new positions



Executive Jobs - January 2010

Country Manager Australia/NZ

- **Leading Travel Technology Company**
- **Reporting to Managing Director**
- **200K OTE**

As THE Senior Sales Person and also the leader for all staff of this innovative, highly successful Company you will develop and implement business plans, organisational structures and sales strategies across all departments, throughout the country. Maintaining a comprehensive network of local relationships you will apply these relationships to promote commercial interests and enhance profitability overall.

Contact Sally Matheson T: 02 9231 6444 E: sallym@tmsap.com or [apply online now!](#)

Strategic Account Manager

- **Exceptional TMC**
- **Sydney OR Melbourne Based**
- **100K + super**

As the most senior of Corporate Travel Account Managers, you will be responsible for strategically managing a very valuable account. If you have direct experience managing the big guys (20 million +) and are confident with and have had exposure to IT and Online booking systems, I want to hear from you. You MUST come from a TMC, be highly impressionable and uber confident!

Contact Sally Matheson T: 02 9231 6444 E: sallym@tmsap.com or [apply online now!](#)

Account Manager – Sydney

- **Global Travel Management Company**
- **Manage key portfolio of corporate accounts**
- **Salary up to 80K NEG**

You will be responsible for managing all aspects of the client relationship, with a particular focus on building a strong business relationship with key decision makers, retention, growth, client satisfaction and debtor management to your assigned portfolio of clients. This is a fantastic opportunity to join this leader in Corporate Travel, who have excellent career opportunities.

Contact Sally Frape, Karen McGrath T: 02 9231 6444, 0422 621 029 E: sally@tmsap.com or karen@tmsap.com or [apply online now!](#)

Event Manager – Sydney

- **Agency specialising in Group Travel**
- **Meetings, conferences and logistics**
- **Salary up to 75K + super**

Our client a leader in Event Management is currently seeking a Manager to oversee organisational preparation and operational conduct of conferences/events. You will have full management of the clients, logistics, marketing and budgets etc. This is a varied role where no day is the same, and clients offer you the ability to use your imagination to present to them the ultimate group travel experience. You must have experience with EventsPro, minimum 3 years previous group travel/management, current CRS (Galileo)

Contact Karen McGrath T: 02 9231 6444 E: karen.mcgrath@tmsap.com or [apply online now!](#)

Assistant Accountant - Sydney

- **Leading International Airline**
- **Lucrative travel benefits**
- **Salary 50K base + super + airline benefits**

In this role you will assist the Finance Manager with the efficient, daily running of the finance and accounting functions. You must have a hands on approach and the ability to consistently meet operational deadlines. You will need to be experienced in payroll, reconciliations, BAS, GST & FBT returns, budgeting, forecasting and reporting. Only candidates that fit the above criteria will be considered. FAB Benefits including FREE flights. Drive to work every day and enjoy the fun and vibrant team environment!

Contact Alessandra de Matteis T: 02 9231 6444 E: alessandra@tmsap.com or [apply online now!](#)

Business Development Executive – Melbourne

- **Global travel supplier**
- **On the road visiting travel agents**
- **Salary up to 70K + super + bonus**

You will be responsible for capturing new business and assisting in identifying new revenue opportunities. This position plays a key role in achieving annual revenue targets by generating sales leads, presenting to prospects, developing proposals and closing deals. This is a fantastic role for an experienced sales executive who is looking at joining a reputable Global Travel company. Excellent career opportunities along with a great remuneration package.

Contact Sally Frape T: 02 9231 6444 E: sally@tmsap.com or [apply online now!](#)

Account Manager - Brisbane

- **Leading Travel Supplier**
- **Build business relationships**
- **Salary 70K (NEG) + super**

Our client is providing a service to the travel industry. They are currently looking for an Account Manager who will be responsible for managing the business relationships with existing clients. You will manage all aspects of the client relationship, with a particular focus on building a sound business relationship with key decision makers. You will be responsible for retention, growth, client satisfaction and debtor management to your assigned portfolio. To be successful in this role you will need previous account management experience, have pride in your customer service, be dynamic, assertive along with excellent relationship building skills.

Contact Sally Matheson T: 02 9231 6444 E: sallym@tmsap.com or [apply online now!](#)

Business Development Managers

- **2 roles one Sydney and one in Melbourne**
- **Highly respected TMC**
- **Salary negotiable based on proven sales + super + bonus**

Our client, a leader in corporate travel management is currently seeking 'the chief' of BDMS in the business. In return you will be rewarded with one of the highest sales salaries in the industry. If you have proven sales success within the corporate market, this will be your next career move... Maybe you are currently working as a BDM for another TMC and have glanced this way. Take it a step further and let's have a confidential chat about this role as your sensational sales and relationship building skills will be highly recognized when negotiating your new position with this innovative global company.

Contact Sally Matheson T: 02 9231 6444 E: sallym@tmsap.com or [apply online now!](#)

Looking for a High Flyer?

- **Tired of searching for those elusive executives?**
- **Need a top gun to kick the New Year off?**
- **Let us introduce you to some real high flyers...**

Finding the right candidate can often be a tiresome and stressful operation. For us, it's what we do best and is what has made us the fastest growing travel and hospitality recruitment company in the Asia Pacific region. Our extensive pool of executives and senior staff available or looking to move includes; CEO's, Marketing Managers, Product Managers, General Managers, Corporate Account Managers and Business Development Managers and more...

Contact Alessandra de Matteis, Sally Matheson or Sally Frape today T: (02) 9231 6444 E: execjobs@tmsap.com to find out how we can help you

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BRISBANE – 13/97 Creek St – (07) 3229 9600 – employment@aaappointments.com.au

ADELAIDE & PERTH – (03) 9670 2577 – recruitsa@aaappointments.com.au & recruitwa@aaappointments.com.au

**ALWAYS DREAMT OF WORKING FOR AN AIRLINE?
FRONTLINE RECEPTIONIST - PART TIME HOURS
SYDNEY - HOURLY RATE + SUPER**

This is an exciting part time RECEPTIONIST role starting ASAP for 3 months. There are 2 shifts to choose from: MON-FRI working 07.00-12.30 and 12.00-17.00. Your days will be filled with meeting and greeting clients; basic admin and general office duties including data entry, basic processing and managing the busy switchboard. You will have a professional can-do attitude with a friendly and polite manner with clear and precise communication and strong organisation skills.

**EXCITING INTERNATIONAL EVENT!
EVENTS COORDINATOR**

SYDNEY CBD - EXCELLENT HOURLY RATE + SUPER

Do you love the Events industry? This is an events role with a difference! Not only will you be organising amazing international events, but you will also book pre and post travel arrangements for the client. Essentially you will have exceptional organisational skills; a keen eye for detail; travel knowledge and experience including a strong CRS; Events Pro; ability to multi-task and priorities; solid knowledge of venue management. Apply today as this role won't last.

**EXTRA BENEFITS PLUS EDUCATIONALS
WHOLESALE TRAVEL CONSULTANTS
PERTH (INNER) – GREAT PKG DEP ON EXPERIENCE**

Once you make the move to wholesale travel consulting, you will soon realise why so many retail consultants are moving behind the scenes and loving it! With staff benefits most only dream of and top educational that will have you seeing the world, this is truly a sensational wholesale company. To be successful, you must possess a min 12 months international travel consulting experience and have an out-going personality.

**ENJOY WORKING AUTONOMOUSLY?
CORPORATE TRAVEL CONSULTANT
MELBOURNE (INNER) – PKG TO \$50K +**

Do you enjoy being left to your own devices? This travel company requires an experienced corporate travel consultant to assist their Managing Director with all corporate travel & the occasional leisure travel, request. The successful consultant must be capable of working on their own and attending to any urgent needs of the clients without assistance. Amadeus skills highly regarded.

**AFTER HOURS
EMERGENCY CORPORATE TRAVEL CONSULTANT
MELBOURNE (INNER) – PKG TO \$60K (DEP ON EXP)**

Looking for a role that offers after hours work and a team which will see you enjoying your days? This global TMC is seeking an experienced international corporate consultant to join their emergency after hours team. With a fantastic salary package and some of the best staff benefits offered in corporate travel, this role is one that can not be missed. Minimum 2 years international corporate travel experience.

**VOTED ONE OF AUSTRALIA'S BEST EMPLOYERS
DOMESTIC CORPORATE TRAVEL CONSULTANT
MELBOURNE (INNER SOUTH EAST) – PKG TO \$49K**

Tired of working for an organisation that doesn't appreciate you? This company is, without a doubt, one of the most sort after employers in the industry. This boutique travel company requires a domestic corporate consultant to join their friendly & flexible team. Minimum 12 months domestic corporate travel experience required. Sabre highly regarded. Great opportunity to progress to international soon.

*****NEW AND EXCITING ROLE***
MARKETING GURU
BRISBANE CBD
SALARY PACKAGE \$40K**

A rare and exciting opportunity exists with this innovative company in their marketing department. If you are an experienced travel consultant with qualifications and a natural flair for marketing, this role is for you. You will be assisting the National Manager in the design, execution and measurement of advertising aimed at new customer acquisitions. A high attention to detail and extensive travel industry knowledge required. Don't wait this role won't last for long!

**A STEP UP THE LADDER!
ASSISTANT TEAM LEADER
BRISBANE CBD – \$45K-\$50K OTE**

Are you highly motivated and ready to take the next step in your career? This global company is looking for an experienced senior consultant who is ready to take on a management position. Your day will involve assisting your team leader in training and motivating staff along with selling domestic wholesale travel. Enjoy excellent career development and progression along with fantastic \$\$\$, free holidays and much more. Minimum 2 years travel industry experience a must. Apply now.