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Travel Daily AU
First with the news

Wed 27 Jan 10 Page 1

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

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Today's Travel Daily

Travel Daily today has six pages, including special reports on location from the actb tourism expo in Vienna, this week's column from AFTA ceo Jayson Westbury, plus full pages:

- AA Appointments
- TMS Asia Pacific
- The Grand Hotel Melbourne

AIME industry rates

THE Grand Hotel in Melbourne is offering special rates for the travel industry during the Asia Pacific Incentives & Meetings Expo on 02-03 Mar - details p9.

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Austria standing strong

AUSTRIAN Tourism is hoping to boost its marketing budget in Australia by incorporating the large numbers of Aussies visiting the country on river cruises in official visitor numbers.

Austrian National Tourist Office (ANTO) director Australia/NZ Astrid Mulholland-Licht told *TD* at the actb trade show in Vienna this week that the official figure showed the Australian market to Austria was down 14.1% in 2009 to 103,000 arrivals and 251,000 overnights, but said that this is probably not a true indication.

The figures collected don't account for VFR traffic, coach tour passengers who pass through Austria, or those travelling on dual citizenship, while Mulholland-Licht said the river cruise numbers would likely add up to an extra 60,000 visitor nights per annum.

Overall visitor numbers to Austria last year declined a single percentage point against the 2008 result, a figure ANTO welcomed in light of nearby nations which witnessed significant slumps.

The result equates to around

300,000 less arrivals staying in Austria - with a total still well over the 32 million visitors mark.

Petra Stolba, ANTO ceo, said a 1.6% increase in domestic tourism helped offset a drop in overnight stays for the nation to just -1.9%.

Stolba said the preliminary stats were "a perfectly satisfactory result" given the financial crisis and the downturn in overseas travellers, but added that 2010 "is not going to be a bed-of-roses."

Other participating nations at this year's actb event haven't fared as well.

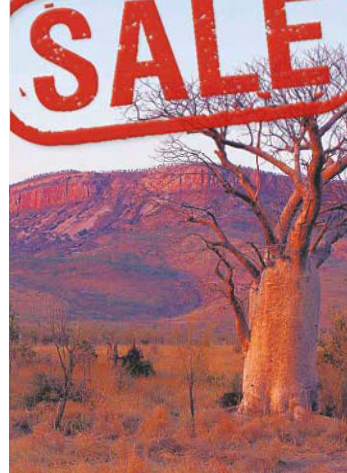
Hungary has reported a decline in overnight stays around the 10% mark (blamed predominantly on a decrease in business travel), but it's hopeful that 2010's 'Year of the Festival' will boost figures.

Slovenia was stable with a 2% shortfall in overnight stays for the 11 months to Nov, but the Czech Republic has seen a slump in the region of 10-15% until Dec.

ANTO is expecting the strong Euro exchange rate to drive visitation, with Mulholland-Licht saying travelling to Austria has never been more affordable.

"The Australian Dollar increased 24% in value against the Euro in 2009, meaning it now costs a quarter less to travel than it did in Jan 09," she said.

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Travel Daily AU

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Wed 27 Jan 10

Page 2

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\$20m tourism stimulus

IN a new bid to attract visitors to Australia, Tourism Australia has formed a partnership with the industry that will see a massive \$20m spent to stimulate travel from top regional trading partners (TD breaking news).

The campaign was launched today by Federal Tourism Minister, Martin Ferguson who recently provided \$9 in marketing funding, but this will be boosted by a further \$11m contribution by airlines and state and regional tourism organisations.

Just three days into the job, TA's new Managing Director, Andrew McEvoy told TD the campaign activities will focus on key markets such as NZ, China,

Travelpport online

TRAVELPORT has released Galileo Online Travel Affiliate, an enhancement to Galileo Online Travel which has been developed for agents in Australia and NZ.

The new release targets agents with multiple brands, or travel firms which manage booking sites on third party or social networking websites, with affiliate sites able to be branded appropriately and the management of multiple sites simplified using a single login.

The product has been beta tested by Qld-based MTA Travel and Perth-based Orba Travel.

Hong Kong, Japan, India, Malaysia, Singapore, Indonesia and the Gulf.

TA will also provide marketing support for 20 special charters or supplementary flights, bringing more than 7,000 extra pax from China and Japan in Feb and Mar.

Airline partners contributing to the campaigns include Qantas, Jetstar, Air Asia X, Malaysian Airlines, Continental Airlines and Singapore Airlines.

Ferguson said: "As the global economy continues to recover and people again start to travel for business and leisure, both Government and the private sector need to be on the front foot in presenting Australia as an attractive and compelling destination."

\$2m will also be spent on initiatives to stimulate domestic business events travel, with 13 projects under consideration.

Tennis a huge hit

WE were overwhelmed with entries in our Mon competition in which V Australia offered five sets of 8 day passes to this week's Australian Open tennis.

Congratulations to the lucky winners: Carol Sing of HWT Bendigo; Sue Levy of FBI Travel; Naomi Liss of TravelManagers; Daisy Jenkins of Travelworld North Melbourne; and Alice Falzon of Jetset Brandon Park.



Window Seat

THE freezing weather in England at the moment won't be a problem for guests at three Holiday Inn properties, which are offering a free "human bed warming" service.

"It is a bit like having a giant hot water bottle in your bed," said a Holiday Inn spokesperson, who said the bed-warmer would be fully dressed and would - of course - leave the bed before the guest hopped in.

The quirky offer is part of the global launch of new Holiday Inn products, which were promoted in Australia with a public pillow-fight competition.

CHINA is hoping to cash in on the global success of the movie blockbuster *Avatar* by renaming one of its mountains.

Previously known as the Southern Sky Column, the spectacular peak in Zhangjiajie, Hunan Province, was formally retitled as Avatar Hallelujah Mountain in a ceremony on Mon.

The govt said the movie's floating Hallelujah Mountains were inspired by the Southern Sky Column, with Chinese travel agencies already offering a range of special *Avatar* tours to the crag.



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Travel Daily AU
First with the news

Wed 27 Jan 10 Page 3

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Travel Daily AU
First with the news
on location in
Vienna, Austria

Today's issue of **TD** is coming to you from Vienna, courtesy of the Austrian National Tourist Office and Emirates

THIS year represents the fourth time Austria has partnered with other central European countries at the Austrian & Central European Travel Business (actb) tourism fair to showcase the region.

Prior to 2007 the event focused on Austria (which is consistently in the top 5 global tourist destinations), but due to the gradual opening up of neighbouring countries and a rise in tourism there it was decided to integrate neighbouring regions to broaden the show's int'l appeal.

Other nations represented here include Hungary, Slovenia, Slovakia, the Czech Republic along with a contingent from the Danube Tourist Commission.

There are 513 operators spread across 302 stands at the Austria Center Vienna, promoting their products to over 870 tour operators, agents and wholesale buyers from 53 countries, who have travelled from as far afield as Australia, New Zealand, Korea and North America.

Australia is being represented by delegates from Flight Centre, Austria Travel Centre & Renaissance Tours.

More Viennese beds

VIENNA-bound travellers will have an additional 1,000 hotel room options to choose from by the end of 2010, with the Austrian capital expecting a total figure of around 53,000 beds by year end, and 54,000 by Dec 2012.

More than half of Vienna's hotels are 4 or 5 star rated.

actb goes alternate

ORGANISERS of the Austrian & Central European Travel Business trade show have confirmed that the event will shift from an annual event to a once every second year show from next year.

Chief executive officer for the Austrian National Tourist Office, Petra Stolba, announced the change at the 2010 actb conference on Mon in Austria.

She said that due to changes in the distribution of tourism products in recent times it was necessary for ANTO to refine the criteria for buyers and sellers to quality, and not quantity.

Australia/NZ director for ANTO, Astrid Mulholland-Licht told **TD** she supports the move, as it means Austria won't be competing with the international schedule of other trade shows.

"Feedback from suppliers is positive," she said, adding that the years when a trade event was not being hosted would allow ANTO to explore experiential products to other regions.

Mulholland-Licht says she expects an increasing number of Australian and NZ buyers will be lured to actb in future years.

The Alps initiative

THE Tirol Tourist Board is behind a new lobbying event to debut in Sep in Innsbruck, focused on ramping up tourism to the European alpine region.

The ALPS' two-day cooperative event will bring together tourism experts from a number of nations which share the Alps, with an aim to increase joint representation for the region year round.

The cross-border promotion is receiving backing from the Austrian National Tourist Office.

ANTO rejigs accreditation model

THE AUSTRIAN National Tourist Office will broaden its connection with travel agent partners by launching a new online training tool for the destination this year.

Currently, ANTO offers agents the chance to be accredited sellers of the country through its Austrian Tourism Academy, which began back in 1993.

Speaking with **TD** this week at the Austrian & Central European Travel Business event in Austria, ANTO's director for Australia/NZ, Astrid Mulholland-Licht, said a new program would be introduced allowing all agents to gain further knowledge of Austria to increase their sales for the region.

Mulholland-Licht said the portal will allow consultants "anywhere at any time to gain accreditation".

Two streams will be adopted - the website education platform along with an annual Austria Destination Summit.

The first week long summit will be held between 14-20 Nov this year for a large group of key agents from the Australia, New Zealand, US and Canada regions.

Participants will spend the first

three days of the summit based in Vienna to discover the heritage and highlights of the city, before splitting into smaller groups to discover surrounding regions.

The promotion aims to immerse agents in the Austria experience and brand.

Mahler celebrations

THIS year and next, music fans will be celebrating the life and death of composer/conductor Gustav Mahler across Vienna.

Mahler, who was one of the leading orchestral and operatic conductors of his time, would have turned 150 this year, while 2011 will be the 100th anniversary of Mahler's passing.

Fans of the maestro travelling to Vienna can recount his life and history at an exhibition at the Austrian Theatre Museum, running from 11 Mar - 03 Oct, plus there's a themed two-hour walking tour which retraces Mahler's life through the Austrian capital.

The tour will depart every week on a Sat and it can be organised for special groups on other days.

See www.mahler.vienna.info.

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BA perks warning

BRITISH Airways has warned its cabin crew that if they take part in possible industrial action they will lose their entitlement to free or discounted fares in the future.

Unions have slammed the tactic as 'shocking' but BA said that as a responsible employer it's written to staff to detail the consequences if they vote to strike.

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Flight Centre/Accor Vacation Club deal

A NEW commercial venture between Accor Vacation Club (AVC) and Flight Centre launches today, offering AVC members access to a special range of Flight Centre travel product.

Accor Vacation Club Travel by Flight Centre combines the buying power of Flight Centre with AVC, which is one of the largest holiday ownership clubs in the Asia-Pacific region.

AVC ceo Craig Wood said he was very excited about the benefits of the new partnership with Flight Centre, saying "This is just the first of many initiatives that our members can look forward to in 2010".

UK air tax slammed

FEDERAL trade minister Simon Crean has blasted the UK government's Air Passenger Duty, saying it discriminates against travellers to and from Australia.

In talks with his counterpart in London this week, Crean said the tax is clearly "just for revenue raising purposes".

Currently APD costs economy pax \$98, while premium pax fork out an additional \$196, with the tax to increase to \$152 economy and \$303 for premium pax in Nov.

"People flying to Australia from here (Britain) pay by far the biggest premium," Crean said.

"We understand government's need to raise revenue but they shouldn't do it in the discriminatory way that this tax applies," he added.

Honour for Baird

FORMER NSW and federal politician Bruce Baird was named a Member of the Order of Australia in yesterday's Australia Day Honours list, with the citation including his service to a range of tourism organisations.

Also honoured was former Qantas board member and WA winemaker John Horgan AM, for the promotion of wine-based tourism in Western Australia.

Central European stars



ACCOMMODATION providers in an increasing number of Central European nations are harmonising their hotel classification system with each other, in a move that will offer consistency to travellers when selecting hotel options.

Chairman of the Federal Tourism and Leisure Industries Division for the Austrian Economic Chamber, Johann Schenner, said that since the start of the year hotels in Austria, Germany and Switzerland have all been operating on a uniform star rating program.

Schenner said that in the past some hotels which may have been classed as a 3-star in one country

may only be a 1- or 2- star rated property across the border.

CEO of Austrian National Tourist Office, Petra Stolba, said the initiative was an important step that will benefit travellers.

Adopting a standard classification system throughout Central Europe is expected to happen over the next three years, with Hungary and the Netherlands to join the alliance by the end of 2010.

Pictured here at the Austria Center Vienna on the opening day of actb 2010, *from left* are: Martin Plachy, Deputy Minister, Minister for Regional Development - Czech Republic; Bojan Meden, Head of Sales Promotion, Slovenian Tourist Board; Daniel Lukac, Slovak Tourist Board; Petra Stolba, ceo Austrian National Tourist Office; Miklos Kovacs, State Secretary for Tourism, Ministry of Local Govt, Republic of Hungary and Johann Schenner, Chairman of Federal Tourism and Leisure Industries Division, Austrian Economic Chamber.

New Dusit code

DUSIT International has announced that from tomorrow it will use the new GDS chain code BC, in partnership with the Preferred Hotel Group.

Dusit is also continuing to offer travel industry rates at selected properties by emailing details to booking@dusit.com.



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JQ Phuket problem

JETSTAR passengers booked to fly from Phuket to Sydney on Mon spent Australia Day in Thailand courtesy of the carrier, after being stranded due to the repeated cancellation of JQ28 due to a maintenance issue.

Air NZ redefines cabin product

AIR NEW ZEALAND has attracted worldwide attention with the launch yesterday of the in-flight product in its new 777-300ER aircraft, with revamps of all cabins and a new lie-flat economy class 'Skycouch' (TD breaking news).

Up the front, the refined Business Premier cabin will offer more personal storage, an "enhanced sleep experience" and on-demand dining, with new oven technology allowing food to be cooked from scratch, rather than just reheated.

NZ ceo Rob Fyfe said that being able to order a steak cooked medium-rare will be a "very cool experience".



Significantly more Premium Economy seats will be fitted to the NZ fleet in future, with the carrier saying this cabin had shown itself to be 'recession proof'.

The new Premium Economy 'SpaceSeats' (left) will be configured in a 2-2-2 layout, with the design licensed to Welsh seatmaker Contour for use by other carriers.

And the 66 Skycouch seats (above) provide a flat area, with three seats making space for a couple to snuggle together.

Travel Daily TV today features the new cabins - youtube.com/user/traveldaily



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WIN A SOUTH AFRICA BOOK

EACH day this week, South African Tourism is giving Travel Daily readers the chance to win this stylish South Africa coffee table book.

To enter, simply register on South African Tourism's online training program at www.southafrica.net/fundi and be the first reader to email the correct answer to the question below to fundicomp@traveldaily.com.au.



What is South African Tourism's online training program called?
Visit www.southafrica.net for hints



CONGRATULATIONS to Tara de Andrade of Donna Barlow Corporate Travel, who was Mon's lucky winner.



BLC consolidation

BLUE Lagoon Cruises has announced that from May it will consolidate its current 'Club' and 'Gold Club' cruises into a single generic cruise product from May.

The move will coincide with the retirement of the venerable *MV Nanuya Princess* on 01 May after over 24 years of service.

CEO Tim Stonhill said BLC's flagship *MV Fiji Princess* would take over the *Nanuya's* three and four day cruises departing Lautoka each Sat and Tue, while the 36-berth *MV Mystique Princess* will now operate all seven-day itineraries including the Historical & Cultural Dateline Cruise departing 16 Aug.

New Dulles train

WASHINGTON Dulles International Airport has unveiled a new US\$1.5b train system which will help passengers reach departure gates faster.

The system runs on about 6km of tracks with 29 electric standing room-only rail cars which arrive every two minutes during peak travel times.

Rail safari discount

BENCH International is offering a 10% discount on some rail safari departures on the renowned Shongololo Express, which is now priced from \$5070 for its 16-day journeys between Johannesburg and Capetown, and Johannesburg and Victoria Falls - 1800 221 451.



Sales Representative - BRISBANE

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 bnehr@malaysia-airlines.com

Applications close 03 February 2010.

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.



Ethiopian crash

AN ETHIOPIAN Airlines 737 crashed into the Mediterranean Sea shortly after departing from Beirut on Mon during a storm.

The plane was bound for Addis Ababa, and it's believed most of the 90 people on board perished.

Amadeus fare family

AMADEUS has announce the launch of 'fare families', which it describes as a merchandising solution to help travel agents operating online improve supplier relationships and profit margins.

The new option within the Master Pricer portfolio aims to make it easier for customers to compare fares and conditions, by enabling travel agencies to group together fares with similar conditions, but offered by different airlines, into up to six categories such as 'non-refundable' or 'fully flexible'.

Amadeus Master Pricer Fare Families is now available for agents operating online, with an offline version of the solution to be made available by the end of the year.

VisitBritain promo

VISITBRITAIN says it will 'outsmart' rather than 'outspend' other destinations under a three year tourism marketing campaign in the lead-up to the London 2012 Olympic games.

While social media will be at the forefront of the campaign, traditional marketing models will also continue to be used, with the core themes of 'dynamic', 'classic', 'luxury', 'generation Y' and 'gay and lesbian'.

VisitBritain director of marketing, Laurence Bresh, said: "To capitalise on the potential tourism gains of hosting the 2012 Games in Britain we must be smarter, utilising social media and a refreshed brand embracing the Olympics and our welcome to Britain agenda."

AirAsiaX to India

AIR ASIA X has announced the launch of flights from Kuala Lumpur to Mumbai and Delhi in India, while its short-haul sister carrier AirAsia will operate new routes to Chennai, Bangalore and Hyderabad.

UK ship for MSC

MSC Cruises has confirmed that it will base a ship in the UK next year, with 13 departures of the *MSC Opera* from Southampton during May-Sep 2011.

It will be the first time MSC has operated cruises from the UK.

Travel Daily AU
First with the news
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AFTA UPDATE

the latest insights from AFTA's Chief Executive, Jayson Westbury



I hope you had a wonderful and happy Australia Day as the nation stopped to celebrate all things Australian. No matter what you did on Australia day, I hope you were able to bring a strong Australian feel to your day. For me it was a BBQ with some close friends.

Over the past week we have had an increased number of calls from members about the changes to the industrial relations laws under Fair Work Australia and how this will impact on agents.

As you may be aware, AFTA does have an industrial relations hotline for its members and the number can be obtained from the www.afta.com.au website.

Importantly, the main issue is to ensure compliance with the new laws and if you are working with the General Retail Industry Award that you have ensured that you have taken into account any changes that vary from our current arrangements. This link www.airc.gov.au/awardmod/awards/MA000004.pdf provides you with direct access to the General Retail Industry Award that in the majority of cases will apply to a travel agency.

Many agencies may work under the old Travel Industry - Agencies - General Award, which will not be updated under Fair Work Australia. This will result in the need to move towards the General Retail Award over time. There are many different arrangements across all sectors of the travel industry and we have attempted to provide as much guidance to AFTA members as possible, however, it is important to keep pace with these ever changing arrangements.

For this reason I recommend that business owners review the www.fwa.gov.au website which is the Federal Government's main information service on changes during award modernisation.

No doubt the changes that are taking place and some of the messages that are being put out by the Government are confusing and it has been difficult to give clear direction to the agency community about the issue.

However, it now appears that some clarity about the path travel agents should take is being provided by Fair Work Australia and AFTA will continue to keep members as up to date as possible.



Rendezvous WA role

RENDEZVOUS Hospitality Group has appointed Matthew Horvat as its new Area General Manager Perth, with the move highlighting the group's determination to ramp up operations in WA.

He'll lead the teams for both the Rendezvous Observation City Hotel at Scarborough Beach, and the CBD's Marque Hotel Perth.

Inca Trail closed

TORRENTIAL rain has seen mudslides and flooding block access to the Inca Trail and Machu Picchu, with a state of emergency declared in Peru's south-east.

Around 2000 tourists are reportedly stranded at Machu Picchu due to a broken road bridge, with authorities undertaking an airlift to Cuzco.



Experienced Cruise Consultant - Kew

Cruiseabout specialises in the diverse and enormously popular cruise market. We have an excellent opportunity for a hard working and passionate **Experienced Cruise Consultant** to join our vibrant team in Kew.

To come onboard, you'll need to have a background in cruise consulting, combined with an established client database. This is a fantastic opportunity to be rewarded for your success with uncapped earnings and award winning benefits.

Apply now at <http://applynow.com.au/job/I41299>



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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

SUGAR AND SPICE!

ASIAN SPECIALIST CONSULTANT

SYDNEY – EXCELLENT PACKAGE + SUPER

The search is on for experienced Asian specialist consultants. If you have travelled to and sold Asia for years then you are the consultant we are after! Join this top agency where you will have access to some of the best famils in the business and will be working in a fun and friendly CBD based team.

Essentially you will need a min 2 years wholesale or retail experience, strong GDS skills and a passion and personal experience of travelling through Asia.

FAB CONTRACT ROLE

PRODUCT/ADMIN ASSISTANT!

SYDNEY CBD - EXCELLENT HOURLY RATE + SUPER

Exciting role just called in! Get in now to apply for this diverse Product/Admin Assistant temp role, where you will be assisting the Product Manager including inputting price sheets and rates; creating briefs and more. Essentially you will have excellent grammar; attention to detail; strong typing skills; high level of communication and organizational skills; ability to multi-task and a fantastic can-do attitude (even the menial tasks) with a professional yet relaxed personality!

ARE YOU A NIGHT OWL?

WHOLESALE RESERVATIONS CONSULTANT

MELBOURNE (BAYSIDE) – SALARY PKG TO \$48K + BONUSES

This global touring company requires a motivated and energetic wholesale travel consultant to join their UK Reservations Team working rotational 8 hour shifts from 5pm to 3am Monday to Saturday. To be the successful candidate you must be an experienced international travel consultant with a great phone manner & solid customer service skills. Minimum 12 months consulting experience required.

HAVE YOUR CAKE & EAT IT TOO!

TRAVEL BOOK-KEEPER

MELBOURNE (INNER) – SALARY PKG TO \$55K+

Do you love the excitement of the travel industry however prefer the back office accounts? This reputable travel company requires an experienced bookkeeper to complete accounts payable & receivable functions, payroll, bank reconciliations, receipting, BAS & GST reporting, together with general administrative duties. You will be experienced with advanced MYOB, Word & Excel skills.

SAY GOODBYE TO THE CORPORATE CALL CENTRE

CORPORATE TRAVEL CONSULTANT

PERTH (INNER) – SALARY PKG UP TO \$55K

Are you an experienced corporate travel consultant looking to step away from the call centre feel? This boutique travel company prides themselves on their VIP service provided to their corporate clients, together with professional approach. This is a team orientated role as all corporate consultants assist on every account. To be successful, a minimum 2 years international corporate consulting experience essential.

THE ROLE WITH A DIFFERENCE

LEISURE / GROUPS TRAVEL CONSULTANT

MELBOURNE (EAST) – SALARY PKG TO \$50K+

Longing for a role that will see you servicing leisure travellers with individual holiday packages, together with assisting on an assortment of special interest tours? Working in this small, yet busy environment, you will enjoy the variety & challenges this role will certainly provide. To be successful you must have a minimum 12 months international travel consulting experience. Sabre skills highly regarded.

CALLING ALL FARES AND TICKETING GURUS

INTERNATIONAL AIRLINE RESERVATIONS CONSULTANT

BRISBANE CBD – SALARY PKG TO \$45K + BENEFITS

Always dreamt of working for an international airline? Do you have at least 3 years experience at a senior level in reservations and ticketing? Are you a dynamo in your field? Then don't miss this fantastic opportunity where you will enjoy working Mon to Fri, with no long hours and great benefits! You must have strong CRS skills, exceptional customer service and a professional and friendly manner. Roles like these are extremely rare so don't delay! Apply today as this role won't last long!

TAKE CHARGE OF YOUR CAREER TODAY

ASSISTANT TEAM LEADER

BRISBANE CBD – SALARY PKGE \$45K - \$50K OTE

Are you highly motivated and looking to take the next step in your career? This global company is looking for an experienced senior consultant who is ready to take the new step into mgmt. 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 more. Min 2 yrs travel industry exp essential.

Take a Step

In the right direction today!



Hot Jobs - January 2010

Sales Manager- Auckland

- *Well known and respected Cruise Company*
- *Seeking a passionate and highly motivated Sales Manager.*

In this role you will be managing and maintaining your relationships with key accounts from the retail travel industry, with a focus on sourcing new business. Your days on the road will include training agents, promoting the product and managing tradeshow. As the representative of this global company, you will enjoy working autonomously on the road, assisted by inside sales support. Cruise industry knowledge is ideal but not essential. Demonstrated experience in developing sales across the leisure travel network is essential, together with a well established group of contacts. A generous salary plus car allowance will be offered for the perfect candidate.

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

Wholesale Reservations Consultant - Sydney

- *Well established company*
- *Sydney CBD*

Our client is a leader in their field and is searching for candidates with outstanding customer service, attention to detail and someone who enjoys being part of a busy dedicated team. A mature attitude and a good knowledge of Europe will help although you must be a confident and cheerful person who enjoys being on the phone. Day to day duties include answering phones; creating and amending bookings, confirmation and special requests follow up. On the job training will ensure you are able to assist with all enquiries and meet your KPIs. To be considered you will need to have completed a travel course and a minimum of 2 year's experience in a travel agency, airline or wholesaler.

Contact Alessandra de Matteis T: **02 9231 6444** E: karen.mcgrath@tmsap.com

Corporate Consultant - Northern Beaches

- *Minimum 2 years experience*
- *Parking available*

Great travel team in Northern Beaches. Salary dependant on experience.

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

Domestic Consultant - North Sydney

- *Minimum 12 months experience*
- *Knowledge of any CRS*

Join this well known Corporate Management company. Must have good airfare and destination knowledge.

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

Corporate Consultant- Perth

- *Make the move to Corporate*
- *Leading TMC*

Fantastic opportunity to make your move into corporate, if you are an experienced retail consultant and want to start the New Year in a corporate environment – now is the time to move and quickly!

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

Inbound Travel Co-Ordinator – Sydney CBD

- *Knowledge of South East Asia & Indian Markets*
- *Experience in FIT or Group Tour quotations*

Well know inbound operator is looking for an experienced Inbound Consultant with a minimum of 2 years experience to join their busy team.

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

Retail consulting –Brisbane

- *Fun and social culture – enjoy famils, travel perks and incentives*
- *15mins from CBD*

Join this dynamic, supportive and award winning agency that thrives on delivering exceptional travel services for their clients. Realistic sales targets set in a thriving agency equates to exceptional commission opportunities for the right candidate. Don't wait, interviewing now

Contact Anna Mayze T: **07 3262 8760** E: anna@tmsap.com or [apply online now!](#)

Super salary, super commission, super position - Gold Coast

- *Successful, friendly and driven travel team – easy to make commission as company is thriving*
 - *Exceptional working conditions – incentives, famils, product training and travel perks.*
- Immediate start required – Interviewing now....don't miss this opportunity!

Contact Anna Mayze T: **07 3262 8760** E: anna@tmsap.com or [apply online now!](#)

Inside Sales Co-Ordinator - Auckland

- *Monday to Friday*
- *An exciting opportunity has arisen for somebody to embrace this sales support role.*

If you are enthusiastic, have exceptional interpersonal skills, highly organised and possess the ability to work under pressure and also on your own, this may be the position for you! Your role will consist of day to day support to the sales manager, which will include problem solving, production and distribution of communications to the trade and assisting with the planning and setting up of tradeshow. Following up on customer relation enquiries, reception and general office duties and organizing travel agent training will keep you busy. Reporting into a very supportive inside sales manager and supporting the on road sales manager, you will be the New Zealand office representative. You must possess a working knowledge and experience within the travel industry and whilst not essential, it would be ideal for you to have a solid background in both admin and reservations.

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

Travel Consultant- Full time & Part time position!

My client is a very well respected and admired organisation. Only the best consultants are employed and this attributes to the 99% staff being retained. Nobody wants to leave this fun, energetic environment. With open communication to senior management you have the potential to earn big \$\$\$\$. This is due to the commission structure working in your favour. You must be able to bring your own existing client base. The average full time consultant earns 85K p.a. but it's the working environment that makes staff look forward to come into work each day. Full time employment with a steady base salary offers huge commission earnings. Working in Galileo, my client is looking for experienced consultants. If you fit the above criteria, apply now.

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

Administration/Travel Support Consultant - Sydney

- *Wholesaler needs enthusiastic novice*
- *Start your career here*

National wholesaler specialising in European packages based in CBD needs a newbie straight out of (Travel and Tourism) college who is willing to do a bit of everything and learn from the ground up. Must have a mature attitude and a good knowledge of Europe will help, although not necessary. Day to day duties include filing, data entry, email management, call centre support, answering phones. Once confident in your support role you will be taught how to make bookings and take overflow calls from the call centre. To be considered you will need to have completed a travel course including some work experience in a travel agency, airline or wholesaler.

Contact Alessandra de Matteis T: **02 9231 6444** E: karen.mcgrath@tmsap.com

Cruise Consultant - Eastern Suburbs

- *Shop front agency*
- *Great client base*

Fantastic role in a leading agency located in Rose Bay. Great village atmosphere.

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

Reservations Consultant - Sydney CBD

- *Minimum 12 months experience*
- *Great incentives*

Join this young funky team and show off your exceptional customer service skills. Must have a 'can do' attitude.

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

Reservations Consultant - Sydney

- *North Shore Location*
- *35K + Super*

Booking Hotels and car leasing worldwide, you will be part of a friendly, fun and successful small team. Walk to work and enjoy making reservations over the phone for this very reputable company. Job security is high as these guys have been around a long time! You must have experience working to targets. Hours are Monday to Friday 8.45am to 5.30pm. Start ASAP!

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

Australian Travel Specialist - Brisbane

- *Famils, travel perks and incentives*
- *Ongoing training and career development – earn what you deserve*

Award winning global wholesale travel company who provide a social and supportive environment seek a sales savvy travel consultant. Interviewing now, don't miss out.

Contact Anna Mayze T: **07 3262 8760** E: anna@tmsap.com or [apply online now!](#)

International Leisure Consultants - Brisbane

- *Always dreamed of working in a supportive and lucrative team environment?*
- *Strong repeat clientele*

Join this dynamic, award winning agency that thrives on delivering exceptional travel services for their clients. Realistic sales targets and a busy agency means you will earn exceptional commission. Don't wait any longer.

Contact Anna Mayze T: **07 3262 8760** E: anna@tmsap.com or [apply online now!](#)

International Corporate Consultant - Brisbane

- *Fun, dynamic and great office environment*
- *Fantastic company benefits*

This successful corporate travel company is committed to providing great travel accompanied by professional service to all travellers. They are currently seeking an experienced corporate travel consultant to join their corporate team in a busy and booming agency.

Contact Alex Sleba T: **07 3221 9916** E: alex@tmsap.com or [apply online now!](#)

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THE GRAND HOTEL & APARTMENTS MELBOURNE

Industry Rates for AIME 2010

The **Grand Hotel & Apartments Melbourne** commands a superb location on Spencer Street, just 100 metres from the Melbourne Convention & Exhibition Centre, the venue for AIME 2010. The Grand is offering special industry rates providing you with the convenience of staying in the closest apartment style hotel to the AIME venue:

- **1 bedroom apartment \$245 per night**
 - **2 bedroom apartment \$325 per night**
- (quote 'AIME Industry' at time of booking)

The spacious layout of each apartment features natural light, tall 20 foot lofty ceilings as well as a fully equipped kitchen with Nespresso coffee machines, dishwasher, microwave, fridge, freezer, oven, Cannonvale towelling, pillow menu and King size beds. A DVD player, flat screen TV, 24-hour room service, Roger & Gallet toiletries and luxurious furnishings all offer sheer comfort for guests staying for business or leisure.

The historic **Grand Hotel & Apartments Melbourne** is part of Accor's boutique MGallery label - a small collection of highly distinctive, unique hotels that have an exceptional personality through four principal elements: History, Vision, Design and Location. Other prestigious properties in the MGallery group include Cradle Mountain Lodge in Tasmania and Hotel St Moritz in Queenstown.

The **Grand Hotel** exudes character, with the building's history dating back to the Victorian goldrush whilst boasting contemporary features and service. And during your downtime away from AIME, Melbourne's best shopping – including DFO and Bourke Street Mall – is right on your doorstep!

For bookings contact the Grand Hotel Melbourne - an MGallery hotel
on 1300 361 455 or (03) 9611 4567.

33 Spencer Street Melbourne

Further information about the Grand Hotel, including special
History and Heritage packages can be found at www.grandhotelmelbourne.com.au