

## A NETWORK OF NETWORKS: Combinable fares on Lufthansa, SWISS and Austrian.

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# Travel Daily<sup>AU</sup>

First with the news

Thu 01 Jul 10

Page 1

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

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## Today's Travel Daily

Travel Daily today has six pages of news and photos, plus full pages from: ([click](#))

- TMS Asia Pacific
- AA Appointments

## Aegean joins Star

STAR Alliance has added its 28th member, with Aegean Airlines (A3) admitted into the network after completing an integration and systems upgrade process over the past 12 months.

The Greek carrier was invited to join Star in May last year, as flagged by *TD* (*TD* 27 May 2009).

Aegean operates services to 26 domestic routes in Greece and 28 international routes.

The addition of A3 is expected to increase VFR traffic for Star to Greece from ex-pat communities located in Australia, the USA, UK, Germany and Canada.

A3 routes are now included in Star Alliance Europe Airpass and Round-the-World fares, as well as the airline alliance's Convention Plus and Meetings Plus programs.

## TCF termination

THE Travel Compensation Fund has announced termination of the agent trading as *The Travel Boffin* (ABN: 23 111 293 415) of Renmark, South Australia, effective 30 Jun.

The TCF says the agent lacks sufficient financial resources.

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## NZ Capital snubs alliance

WELLINGTON Regional Chamber of Commerce has told the ACCC it expects the competition watchdog to "refuse the authorisation" of the proposed alliance between Virgin Blue Group and Air New Zealand (*TD* 03 May).

In its submission this week, the organisation says many of the claimed benefits regarding frequency and fares of the DJ/NZ tie-up "are speculative".

The Wellington Chamber says it represents 5,500 businesses in the NZ capital city and surrounding hub, including 15 of the largest 20 companies in New Zealand.

Because of the destinations int'l tourist appeal, business ties and government to government links with Australia, "we have a strong interest in the proposed alliance, and want to ensure competition is maintained," the Chamber said.

The organisation suggests that the combining of Air NZ and Pacific Blue is effectively a

reduction in the number of competing airlines flying across the ditch, which is likely to lead to less flights and pax numbers.

"We are concerned that the alliance is being sold to the public and regulators with 'expectations' of increased frequency and lower fares," the WRCC said.

"While we acknowledge it is difficult to give commitments here, no good evidence that they are likely to eventuate has been provided," it said.

The WRCC says it believes the proposal is likely to substantially lessen competition in the trans-Tasman market, and that based on past experiences, "potentially result in higher fares".

The group says it expects the outcome of the planned alliance should be to either deny the DJ/NZ application "due to the public costs of the proposal exceeding the benefits."

Another alternative suggested is to exclude specific routes with significantly reduced competition (namely those routes to WLG), which is similar to the recent request made by Cairns Airport to the Australian Competition & Consumer Commission (*TD* Mon).

## MAP board roles

MAP Airports Limited has today included Kerrie Mather and John Mullen to its board, following their election last month - for more appointments see page 4.

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## EK Prague launch

EMIRATES is today celebrating the launch of its new daily service between Dubai and Prague in the Czech Republic (starting today), by changing the colour of *TD*'s front page to 'Prague Pink'.

EK139 departs DXB at 10:30am and arrives into PRG at 2:50pm, and returns from PRG at 4:20pm, touching down in DXB at 12:10am.

## Win a trip to Vanuatu

TODAY *Travel Daily* launches a brand new competition running throughout Jul where one lucky reader has the chance to win a fabulous trip for two to Vanuatu, thanks to Vanuatu Tourism Office and Air Vanuatu.

This amazing six-night prize includes flights with Air Vanuatu to Port Vila and Tanna, two nights at Mangoes Resort, Port Vila, two nights at the luxurious The Havannah on Efate, two nights at White Grass Ocean Resort on Tanna, plus brekkie and transfers.

For full details see page six.

## MEL Citadine opens

THE Ascott Limited has opened the first Citadines Apart'hotel in Australia today, the Citadines Melbourne on Bourke.

The centrally located serviced residence is designed to cater for leisure and business travellers, and features studio, one- and two-bedroom apartments.

**KEITH PROWSE**  
**NRL GRAND FINAL 2010**

**NRL GRAND FINAL**  
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## JQ Pacific ordered to repaint fleet

THE Vietnamese government has ordered Jetstar Pacific to alter its logo and re-paint its fleet of six jets by 15 Sep to distinguish it from Jetstar Airways aircraft.

Vietnam's Deputy Minister of Transportation Pham Quy Tieu said, "Jetstar Pacific had to do it to avoid customers confusing the Vietnamese airline with the Australia carrier."

The Civil Aviation Authority of Vietnam previously called on Jetstar Pacific to alter its orange-star logo two years ago.

The CAAV says it will not renew JQ Pacific's business licence if the aircraft are not repainted.



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## V Australia into Virgin Blue

V AUSTRALIA is to be brought under the control of the Virgin Blue banner as part of a shake-up to the organisation by new chief exec. officer John Borghetti, *The Sydney Morning Herald* reports.

VA is currently a stand-alone division of the Virgin Group, but Borghetti plans to take charge of

the loss-making carrier, which will see its general manager Scott Swift without a defined role, the paper suggests.

Borghetti told staff in Brisbane yesterday about changes to his management team, which will increase from six to eight executives, including Will Owens and Jane McKeon (*TD Mon*).

Virgin's chief operating officer, Andrew David, will also depart the airline at the end of the year.

### RBA to MEL in Dec

ROYAL Brunei Airlines will start its four times weekly service between Bandar Seri Begawan and Melbourne (as revealed by *Travel Daily* on 28 Jun) from 01 Dec, pending regulatory approval.

RBA is also understood to be looking to cut agency commission from 9% to 7% from 01 Aug.

### Virgin Hotels?

THE Virgin juggernaut is set to expand further, with Sir Richard Branson saying an announcement about Virgin Hotels is "not many months away."

It's tipped that Branson's foray into hotels will rival the likes of Starwood's 'W' and Hyatt's Andaz luxury hotel brands, with a first property likely to be in London.

Branson already has a collection of retreats, island resorts and a game reserve under the Virgin Limited Edition brand.

### GPT holding prices

GRAND Pacific Tours says it will be holding its 2010/2011 tour pricing for travel 01 Sep to 31 May 2011, despite the New Zealand GST increasing from 12.5% to 15%, effective 01 Oct.

GPT says it will absorb increased costs from its suppliers.

### Webjet TTV \$501m

WEBJET has announced a 29% year-on-year increase on its total turnover values for the year ending 30 Jun, to approx \$501m.

Managing director David Clarke said the firm was "extremely pleased" with the figure, "despite a significant drop in ticket prices over the last quarter."

"This is an environment, of at best, single digit industry overall growth and reflects Webjet's increased market footprint," Clarke said.

### Strategic ups Derby

STRATEGIC Airlines has introduced an additional service on its Perth to Derby route due to an increase in demand, bringing the weekly schedule up to four with flights beginning 04 Aug.



## Window Seat

COMMENTS about dodgy airplane food are sometimes justified.

Inspectors from the US Food and Drug Administration have found roaches, flies and mice in food storage facilities and improper fridge temperatures at major inflight catering firms, according to *USA Today*.

Roy Costa, Public Health Sanitarian said in spite of "best efforts by the FDA and industry, the situation...is disturbing, getting worse and now poses a real risk of illness...to tens of thousands of airline passengers on a daily basis."

IF you were this pax you would have preferred a heavy piece of luggage to fall on your head.

US Airways has had to delay take-off of a flight when pax observed maggot larvae dropping on to another person's head.

The taxiing plane was turned back to the gate after panic and commotion ensued on the aircraft and nearby passengers, where a bag of spoilt meat was determined as the cause of the infestation.

A clean up crew removed the bag and checked others before heading on its way to Charlotte, where the aircraft was taken out of service to be fumigated.



*This suitcase is bugging me.*

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Applications close 16 July 2010.



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## Gap STA agents in Egypt



ABOVE: This group of STA Travel agents have just returned from a two week famil to Egypt, hosted by Gap Adventures.

Highlights of the trip included visits to the Pyramids, Abu Simbel and a Nile cruise on a felucca.

Pictured in the White Desert **back row** from left are: Rodrigo Zamora, STA Civic; Dermot Minto, STA Faraday St; Chris Ritchie, STA

National Call Centre; Gerry Tillson, STA E-sales; Ben Klug, STA Belconnen; and Chris Catanzariti, Road Warrior NSW/ACT, Gap Adventures.

Middle: Nicole Zink, STA Town Hall, Sydney; Amy Young, STA Penrith; Emma Evans, STA George St; & Nicki Mossop, STA UWA, WA.

In front: Oncy, chief experience officer, Gap Adventures.

## Albanese on Aus/Int'l aviation

FEDERAL Minister for Transport and Infrastructure Anthony Albanese says the government will continue to negotiate with foreign countries on international air services rights, "with those who are open with us".

Making an address at the Int'l Aviation Club in Washington DC overnight, Albanese reiterated that the Australia-US Open Skies Agreement signed two years ago was "pivotal" in allowing Delta Air Lines and V Australia to operate between the two countries.

"Their entry has increased competition and options for consumers, reduced fares, and contributed to even closer economic and people-to-people links," Albanese said.

The Minister praised open skies and open capacity deals already struck, but stressed "liberalisation of the international market needs to be fair and balanced."

"Opening up third and fourth freedom capacity, while retaining outdated ownership restrictions, and prohibitions on fifth freedom services, does not deliver a

balanced playing field," he said.

"Fifth freedom rights are critical to the opening up of int'l markets and a key element of how Australia approaches air services negotiations," said Albanese.

He said long-term commitments to Australia from airlines incl UA, DL, SQ, CX, EK and NZ has helped "ensure Australia remains linked to the world."

Albanese also told the Aviation Club that full body scanners will be rolled out progressively at screening points servicing int'l pax in Australia (TD 10 Feb) by 2011 as part of "strengthened security procedures".

## CO gives you wings

CONTINENTAL Airlines has begun offering Red Bull Energy Drinks on board US/Canada and select Latin America flights from today.

The energy drink will be sold for US\$3 per can, and CO points out that it can be paired with Skyy Vodka on ice for US\$9.

Other beverages introduced today include Stirrings Mojito and Stirrings Pomegranate Martini.



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## Industry Appointments

WELCOME to *Industry Appointments*, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email [appointments@traveldaily.com.au](mailto:appointments@traveldaily.com.au).

The Outrigger Little Hastings Street Resort and Spa in Noosa has named its new General Manager as Alexander Chapman. The 197 room resort will officially open 01 Aug, where Chapman will oversee the management of the resort, spa and conference venue. He has 20 years experience in the industry having worked with IHG, Accor Asia Pacific & Ramada in the South Pacific.

The Holiday Inn Melbourne Airport has appointed Ryan South as its new Hotel Manager, effective 05 Jul. South has recently been based at the InterContinental Bali as Director of Club InterContinental, overseeing 100 rooms, suites and villas.

Ross Greenaway has taken up the role of General Manager at Mercure Caroline Springs, in Melbourne's western corridor. Greenaway has moved from his role at the Mercure Yarra Valley Balgownie Estate.

Holland America Line has announced Captain Edward van Zaane as the master of the new ship *ms Nieuw Amsterdam*. He has worked with the company for the past 29 years at the helm of the *ms Amsterdam* since 2001.

Tourism NT has today officially announced the appointment of two new directors in a move to enhance the Northern Territory brand globally. Former Associate Director of Edelman Worldwide PR's Lifestyle team, Rachel White, has been appointed as Director Global PR & Media. Julie Bishop has been appointed as Director of Global Marketing. Both White and Bishop will be based in Darwin.

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## ANA subsidiaries

JAPAN's All Nippon Airways is merging three of its subsidiaries into one brand called ANA Wings.

ANA's Air Central and Air Next will combine with the All Nippon Network, which will then adopt the new name from Oct 2010.

## LH/OS eXpert winners



ABOVE: Lufthansa and Austrian Airlines this week announced the winners of its eXperts Academy family trip, at the same time rewarding top selling agents at with a visit to Sydney's Winter Festival.

The event was timed to coincide with the integration of Austrian into the Lufthansa Group.

"With the integration of Austrian... Lufthansa, Swiss and Austrian jointly offer more than

## Pepper NZ addition

PEPPERS on the Point, Rotorua has joined the Luxury Lodge Group of New Zealand, increasing the 5-star collection's portfolio of properties to 19.

## Topdeck Winter

TOPDECK says it will release its new European Winter 2010/11 brochure offering Christmas and New Year mini-breaks this week.

The winter tours range in length from eight to 24 days, targeted towards the 18 to 30s market.

## AA expands MBP

PASSENGERS travelling with American Airlines can now use AA's mobile boarding passes at 41 airports across the USA, and for the first time, internationally out of London Heathrow.

The electronic boarding passes use a two-dimensional barcode sent to mobile and smart phones.

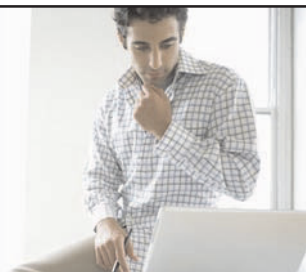
300 connections ex Australia to Europe," said OS general manager Morten Skaar.

The eight winners pictured will depart travel to the OS training centre in Vienna and LH's Seeheim training centre in Munich later this year.

From left are: Toula Liondis, Ursula King Travel/Goldman Travel Corp; Teresa Szozda, Magna Carta Travel; Stephen Ross, Travel.com.au; Sarah Hackett, DBT Corporate; Melita Zaknic, Corporate Travel Headquarters; Natalie Laffin, Bestflights; Robert O'Brien, Australian Pacific Tours; and Stephanie Vodnik, Adriatic Adventures.

Inset: the top selling agency winners over 2009/2010 were awarded under the following categories to: Best Wholesaler Lufthansa & Austrian - APT; Best Corporate Agency Lufthansa & Austrian - Hogg Robinson Group; Best Agency Austrian Airlines - Adriatic Adventures; Best Agency Lufthansa - Adria International Travel; and Best Consultant Lufthansa & Austrian - Ana Marjanovic, SET Travel.

"I need the widest range of content"





## ACCC cracks down on surcharges

HOTELS with restaurants and cafés will be interested to learn that the ACCC will be using new powers to issue infringement notices when menus do not provide prominent single total prices when there's a surcharge.

The move aims to crack down on eating and dining venues that state a surcharge applies for weekend or holidays in fine print.

"Restaurants and cafés are free to set surcharges, but they must provide consumers with a prominent single total price for

goods and services, where they are able to be quantified at that time," the ACCC's chairman Graeme Samuel said today.

"This means the practise of putting a note such as '10% surcharge applies on public holidays'...but without the surcharge being included in a single price for the item is in breach of the law," said Samuel.

Restaurants and cafés are warned that penalties of up to \$6,600 for corporations, and possible court action, may apply.

## What's cookin' in Peru?



LAST night Sydney-based Peruvian Chef, Alejandro Saravia and Movidas Journeys hosted an intimate group for a Peruvian dinner at *The Lincoln* in Potts Point Sydney to celebrate the launch of a brand new gourmet tour to Peru, departing in Mar 2011.

The 17-day 'A Taste of PERÚ' tour will see a group of 10-15 travellers embark on a culinary journey throughout the country, where they'll visit food markets, taste new flavours, see amazing sights and mingle with the locals.

"This unforgettable trip will encompass the full culinary experience for any food and wine lover", Movidas director, Robyn Smith told *Travel Daily*.

To whet the group's appetite, the adventure will commence in Sydney with a private cooking class and degustation dinner led by Chef Alejandro.

Following this starter, Chef Alejandro will accompany the group to his native land for the main course.

The two-week journey will start

in the capital Lima, the leading city for gastronomy in the Americas, and follow with visits to the Nazca Lines, Arequipa, the Valley of the Incas and the famous Machu Picchu.

The tour is priced at \$9365pp twin share and includes airfares, airport transfers, boutique-style accom, most meals, vineyard visits, cooking classes and more.

To view the full itinerary, see [www.movidas.com.au](http://www.movidas.com.au) or call Movidas on 1300 853 752.

A seven course degustation dinner experience prepared by Chef Alejandro will also be held for members of the public at *The Lincoln* on 21, 22, 28 & 29 Jul.

Peruvian classics like pisco (liquor), lima bean causa and Andean corn tamal with grilled haloumi will feature on the menu, matched with imported Argentinean wines by Jed Wines.

Pictured above at *The Lincoln* last night are Tom Egan, Jed Wines; Robyn Smith, Movidas; Chef Alejandro Saravia and Rob Bates-Smith, Jed Wines.

## Getaway tonight

TONIGHT'S episode of Channel Nine's dedicated travel program *Getaway* at 7:30pm is an episode dedicated to movies, and features stories on:

- A James Bond tour in London
- Mamma Mia in Greece
- Nottingham, UK - Robin Hood
- Universal Studios Singapore

There is also a special feature on Intrepid Travel's Twilight Trails adventure tour, featuring guest host Delta Goodrem.

The 13-day small group tour makes a total of 19 stops, visiting some of the filming locations that appear in the *Twilight* movie, in Oregon and Washington.

## Tourism Aus. show

*THERE's Nothing Like Australia*, the TV show, will reveal the eight finalist's destinations submitted in the Tourism Australia competition (of the same name) on Channel 7 at 6.30pm on Sat 03 Jul.

The program is hosted by Jennifer Hawkins (*TD Fri*), Grant Denyer and Tom Williams, and will be the platform for the naming of the overall TA comp winner.

## Bag fees adding up

US CARRIERS have increased their baggage revenue by 33% to US\$796 million for the first three months of the year, compared to the same period in 2009.

Airlines reaped US\$554m on fees for changing reservations and US\$534m for ancillary services (excluding charges for the sale of food, drinks, pillows, blankets, IFE or seating assignments).

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## DISNEYLAND COMES TO YOU THIS WINTER!



Friday 16 July 2010:  
11am & 2.30pm

Once again the Macau Government Tourist Office in partnership with *Travel Daily* is giving subscribers the chance to join in on the experience of World Class Entertainment at Sydney's Acer Arena.

On Friday 16th July 2010, Disney On Ice returns to the stage and the Macau Government Tourist Office are giving fourteen (14) lucky readers and their child or a friend to join them in their very own Private Suite.

All you need to do is answer the following weekly question featured below for your chance to WIN...

**In 25 words or less tell us how would you encourage your clients to Experience Macau.**

Email your answer to:  
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Macau Government Tourist Office



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## PCO's armed with IHG knowledge



ABOVE: InterContinental Hotels Group hosted a group of Sydney and Melbourne professional conference organisers recently on a famil to Adelaide and Perth.

The four day trip had the group experience the new Crowne Plaza property in Adelaide and IHG's Holiday Inn and InterContinental Perth, Burswood.

While in Adelaide the PCO's visited the Adelaide Zoo to see the famous Giant Pandas, Wang Wang and Funi, had a teppanyaki lesson at a Japanese restaurant and enjoyed a dinner at Crowne Plaza Adelaide's new executive board room.

In Perth, highlights included a dinner at the Cantonese restaurant Yu, a Captain Cook Cruise to Fremantle and a historic

Fremantle Prison tour.

After lunch at the Sandalford Winery, the group participated in a winery tour, blending session and a game of laser clay pigeon shooting.

Pictured above armed and dangerous *from left* are: Suzie Kovacevic, ICMS Australasia; Gareth Martin, Perth Convention Bureau; Jocelyn Thien, IHG Burswood; Jessica Scicluna, Avanti Events; Lauren Perkins, Burswood Entertainment Complex; Judy Hutchinson, Arinex; Eric Fransella, Solterbeck; Dan Fogarasy, HRG; Emma Roberts, Mint Organisation; Stephanie Sweetman, Happenings Australia; Maggie Diasinos, IHG; Ashley Partridge, Sane Event Group Pty Ltd; and Phil Beeson, InterContinental Hotels Group.



## State Manager WA

Consolidated Travel is one of Australia's most respected travel industry organisations. As an airfare distributor, Consolidated Travel provides a vital link between domestic and international Airlines and the Travel Agency network.

Consolidated Travel's Perth office is seeking a new State Manager. You will be responsible for the operation of the WA business which includes the supervision of up to 25 staff, investigating and resolving problems, staff training and building relationships with our key business partners. Working closely with, and reporting directly to the General Manager you will be a highly motivated individual with a "can do" attitude. You will lead by example and encourage the people you work with to achieve success. You will be a team player who understands what customer service really means and how to deliver it.

Ideally, you will possess excellent ticketing knowledge (including BSP), sound GDS knowledge (Amadeus, Galileo or Sabre) and have well developed communication skills as you will be dealing with clients, staff and management. A minimum of 12 months management or supervision experience is essential.

Salary will be based on experience and qualifications.

Send your resume to: [hr@consolidatedtravel.com.au](mailto:hr@consolidatedtravel.com.au) by Monday 05<sup>th</sup> July 2010.

All applications will be treated in strict confidence.

## Belgium warning

SMARTTRAVELLER is advising travellers visiting Belgium to be alert of their personal belongings at major train stations, especially Gare Du Midi and Zuidstation, due to petty crimes such as muggings, bag snatching and pickpocketing.

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## WIN A HOLIDAY TO VANUATU



During July, **Travel Daily** subscribers can enter to win a fabulous Vanuatu holiday package for two, courtesy of **Air Vanuatu, Mangoes Resort, The Havannah** and **White Grass Ocean Resort**.

The prize includes Air Vanuatu return economy flights for two from Brisbane, Sydney or Melbourne to Port Vila and Tanna; two nights accommodation at Mangoes Resort, Port Vila; two nights at The Havannah on the island of Efate and two nights at White Grass Ocean Resort Vanuatu on the island of Tanna, plus daily breakfast and airport transfers.

Each day **Travel Daily** will ask a Vanuatu-related question – just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Vanuatu holiday.

Email your answer each day to:  
[vanuatucomp@traveldaily.com.au](mailto:vanuatucomp@traveldaily.com.au)

**On which island is the famous Mt Yasur volcano (pictured right) located?**

Hint! Visit [www.vanuatu.travel](http://www.vanuatu.travel)

For further information on Vanuatu please see: [www.vanuatu.travel](http://www.vanuatu.travel)

Click here for Competition Terms & Conditions



## Hawaiian to Seoul

HAWAIIAN Airlines has confirmed it will launch direct flights from Honolulu to Seoul Incheon in Jan 2011, pending approval from South Korea's Ministry of Land, Transport and Maritime Affairs.

MEANWHILE, agents keen to participate in the Hawaii Tourism and Hawaiian Airlines famil (*TD* yesterday) should contact the organisation for full terms and conditions on how to enter - email [info@hawaiiitourism.com.au](mailto:info@hawaiiitourism.com.au).

## No CHC dept. fees

CHRISTCHURCH Airport has stopped charging departing pax a NZ\$25 fee, effective today.

The Passenger Services Charge is now charged as a departing and arriving fee of NZ\$12.50 each way and incorporated in the cost of the airline ticket.

"Travellers have very clearly told us that the old departure fee process was an inconvenient extra step" when leaving NZ, said CHC airport chief executive Jim Boulton.

## Senior Sales Managers - Opportunities in Melbourne, Brisbane & Perth

Driven and passionate about sales and customer solutions? Have detailed experience in corporate sales? We'd love to hear from you! ..... Unique remuneration package in place, and a (proven) fantastic work environment nearing 300 staff nationally!

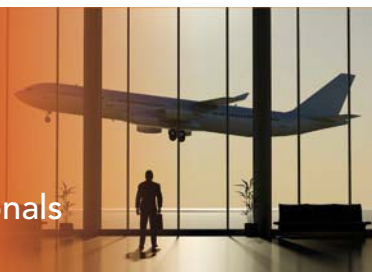
Applications/enquiries in confidence to [andrew\\_gould@travelctm.com](mailto:andrew_gould@travelctm.com) (Recruitment Coordinator)



**CORPORATE TRAVEL MANAGEMENT**  
Tailored Travel Solutions.  
BRISBANE - SYDNEY - MELBOURNE - PERTH - GOLD COAST

# Watch Your Career Take Off!

Executive Opportunities for Skilled Professionals



Hot Jobs (Australia) - June 2010

JOB OF THE WEEK!

## Operations Manager for Global Corporate Travel Company

- Full time and part time positions available
- Melbourne CBD Location

You will be responsible for the day-to-day operational activities of the profit centre. Providing overall leadership and direction including setting goals and objectives and monitoring performance levels. Monitor daily operations in accordance with policies, procedures and client SLAs to ensure a high quality of service in reservations, ticket processing and deliveries. You need to have at least 4 years experience in the travel industry managing a team of reservations or sales consultants.

Contact **Wendy Stearn** at TMS [wendy@tmsap.com](mailto:wendy@tmsap.com)  
T: **02 9231 6444** or **apply online now!**

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## Corporate Business Development Manager

- **Queensland**
- **Attractive Salary**

A Worldwide TMC requires a strong experienced Business Development Manager to continue to position their premier service as a corporate travel agency. This is an analytical role with a view to finding business solutions for new clients. The ideal candidate would be from the Travel, Airline or Hospitality industry with a proven track record in achieve new corporate business.

Contact Wendy Stearn T: **02 9231 6444** E: [wendy@tmsap.com](mailto:wendy@tmsap.com) or **apply online now!**

## Corporate Account Manager

- **Melbourne Based**
- **Opportunities to Work From Home**

A newly created position within a worldwide company has arisen based in Melbourne. You will be managing up to 10 accounts from the mid to large size markets. An autonomous role with opportunities to work from home in the future if required. Experience in managing Corporate Accounts/Clients is essential. This is an urgent position to fill.

Contact Wendy Stearn T: **02 9231 6444** E: [wendy@tmsap.com](mailto:wendy@tmsap.com) or **apply online now!**

## Recruitment Executive

- **Work for TMS Asia Pacific**
- **Base plus commission OTE \$60 - \$100k**

Due to demand from our clients our team in the Sydney office is expanding. Helping a candidate find their dream role and developing their career is a rewarding role. You will need to be currently working in the travel, tourism or hospitality industry in a sales position as this role requires a driven individual. This role is strongly suited to Travel Consultants/Sales Reps/BDM's who are looking for a change.....

Contact Michelle Williams T: **0433108642** E: [michelle.williams@tmsap.com](mailto:michelle.williams@tmsap.com) or **apply online now!**

## Regional Client Value Manager - Corporate Travel

- **Melbourne Based**
- **Attractive Salary**

A well known and respected Travel Management Company is seeking a Regional Client Value Manager. They are offering an attractive salary package for the ideal candidate. This is a crucial role for the company as it requires management of their top clients. This position needs to be filled immediately. It is crucial that you have extensive experience in Account Management from a TMC or Airline or you are a Business Development Manager from a TMC looking to move into Account Management.

Contact Wendy Stearn T: **02 9231 6444** E: [wendy@tmsap.com](mailto:wendy@tmsap.com) or **apply online now!**

## Online Travel Consultant – Perth

This leading online Travel Agency is looking for a new member to join their growing team. Working in a fast paced environment you will be making domestic & international travel arrangements. This is a call centre environment and a great step away from face-to-face consulting for experienced Travel Consultants. An attractive salary is offered based on experience and with a generous commission structure in place. The sky is the limit.

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

## Corporate Consultant - Sydney

- **Boutique Agency**
- **Award winning Corporate Agency**

Do you love Corporate Travel but sometimes feel like just a number? This boutique agency is looking for a new member to join their inner city team. Working with a diverse range of clients you will be responsible for managing a number of accounts and offering solutions to their travel needs. This is a close knit team that prides themselves on their customer service and great client relationships and have the awards to prove it! To secure this role you will require a minimum of 5 years travel experience, solid CRS skills and be able to think outside the square to offer the best service.

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

## Wholesale Junior - Sydney

- **Career progression**
- **Work your way to the top**

This wholesaler is looking for a dynamic Junior Consultant to join their team. Working in the documentations team you will be responsible for collating documents, liaising with suppliers & agents and organising a timely delivery. This is a great role for a switched on Junior with impeccable attention to detail who wants to see their career take off. This company offers a number of great benefits including on the job training, fantastic famil trips and the ability to move up in the company

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

## Senior Corporate Travel Consultant - Boutique Agency - Sydney

- **Up to 65k plus super**
- **Well known and respected organisation**

Fantastic opportunity for a senior corporate consultant to work in this high end, boutique travel company. You must have at least 3 years experience as a corporate consultant, have excellent customer service and work ethic, and enjoy being part of a small, close knit team.

Contact Sharon Moss T: **02 9231 6444** E: [sharon@tmsap.com](mailto:sharon@tmsap.com) or **apply online now!**

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**MELBOURNE** – 1/167-169 Queen St – (03) 9670 2577 – [recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)

**BRISBANE** – 13/97 Creek St – (07) 3229 9600 – [employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)

**ADELAIDE & PERTH** – (03) 9670 2577 – [recruitsa@aaappointments.com.au](mailto:recruitsa@aaappointments.com.au) & [recruitwa@aaappointments.com.au](mailto:recruitwa@aaappointments.com.au)

### VIP LEISURE – THERE'S NOTHING BETTER

#### VIP LEISURE TRAVEL CONSULTANT

##### SYDNEY CITY – SALARY PACKAGES \$45-\$60K AVAILABLE

Do you love your high end products, first class tickets, 5 star hotels, luxury cruises? Why not sell this every day?

Our client requires consultants with at least 2-3 years travel experience to join their prestigious team based in the CBD. You must have exceptional customer service skills, have sold high end product and have used Sabre or Galileo. You will be rewarded with an extremely good salary and definite career progression for those wanting to move up!

### CORPORATE CONSULTANTS X 4

#### MULTI SKILLED CORPORATE CONSULTANTS IN DEMAND SYDNEY CITY – SALARY PACKAGES \$50-\$65K OTE

Are you sick of being treated like a number? Want to feel like you are a valued member of your current organization? We have positions available in one of the most sought after boutique agencies in Sydney NOW! You will have at least 2 years corporate consulting, have used a CRS system and have exceptional airfare knowledge. If you want to finally be paid what you are worth and really enjoy your work again, then send your resume to us today!

### SKI THE SLOPES! DON'T SIT ON THE SIDELINES

#### TRAVEL SPECIALIST - SKI / SNOWBOARD HOLIDAYS

##### MELBOURNE (INNER) – SALARY PACKAGE \$60K

This is truly an unique opportunity to become part of a boutique ski travel company & help with the growth of the organisation & general office management! If variety in your role & day to day challenges are what motivates you, this position is ideal. Monday to Friday hours and an extremely flexible office environment is on offer, together with a fantastic salary! Ski / Snowboard experience essential.

### TOP ROLE IN PLAY

#### CORPORATE TRAVEL CONSULTANT

##### MELBOURNE (CITY FRINGE) – SALARY PACKAGE TO \$60K

Join a boutique TMC today and start enjoying your travel career again! This successful company is seeking a senior travel consultant to join their small team of consultants and assist on a number of long standing accounts. To be successful you'll have strong Sabre & Tramadax skills and have a minimum 2 years international corporate consulting experience. Upcoming team leader role available too!

### IMMERSE YOURSELF IN TO THIS COMFY OFFICE

#### RETAIL TRAVEL CONSULTANT

##### MELBOURNE (SOUTH EAST) – SALARY PACKAGE TO \$55K+

This highly successful boutique and luxury travel agency in Melbourne's south eastern suburbs is seeking a competent retail consultant to join their intimate team. With a fantastic salary structure and approachable management, this is a great role to settle in to and demonstrate your first class skills. Sabre & Tramadax highly desirable however not essential. Minimum 3 years international retail travel experience required.

### A MATCH MADE IN HEAVEN BEGINS HERE

#### CORPORATE TRAVEL CONSULTANT

##### PERTH (NORTH) – SALARY PACKAGE TO \$60K (OTE)

With corporate travel busier than ever, now is the time to make the switch from retail to corporate! This global travel company is one of Australia's fast growing corporate companies and is seeking several senior consultants to join their teams and be a part of their tremendous growth. Fun & energetic working environments, together with excellent travel benefits. Monday to Friday hours only.

### TAKE FLIGHT WITH THIS GREAT ROLE

#### FARES AND TICKETING CONSULTANT

##### BRISBANE CBD – SALARY PACKAGE TO \$45K

Missing a core ingredient in your travel skills – ticketing? We have the opportunity for an experienced travel consultant to join this supportive company in their fares & ticketing department. Assisting the travel industry with fare enquires and ticketing you will take your travel career to the next level. This role will see you developing strong ticketing skills and fantastic fares knowledge. Enjoy a healthy base plus bonuses with only a rare Saturday at work. Min 2 years travel consulting and strong CRS skills essential.

### JUMP ON BOARD

#### RAIL CONSULTANTS

##### BRISBANE CITY – SALARY PACKAGE TO \$45K

Indian Pacific, Rocky Mountaineer, Shinkansen, Eurostar. If you believe these are amongst some the best travel experiences in the world this role is for you! This global company is looking for a consultant to join their wholesale rail department. Not only will you have the opportunity to earn uncapped commission but enjoy top industry training, career development and discounted holidays. The ability to reach and exceed sales targets is a must along with travel consulting experience. Get your career back on track!