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Travel Daily AU

First with the news

Tue 13 Jul 10

Page 1

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

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Rex strikes back at SYD

REGIONAL Express says proposed price increases at Sydney Airport (*TD* 25 Jun) are in fact an "insidious attempt...to force out regional aviation by covert means".

Rex issued a statement last night, saying it's going public on the issue because the airport's attempts to almost double charges "will spell the end of access to Sydney airport for the NSW regional stakeholders".

Delta ESTA advice

DELTA Air Lines is advising travel agents that it requires all US-bound travellers to provide proof that they have received an Electronic System for Travel Authorization (ESTA).

Delta says pax may be asked to provide a copy of their ESTA application response or their ESTA application number to confirm their status, "to avoid possible delays at check-in".

Hamilton recruits

HAMILTON Island is today advertising a number of Sydney-based sales roles - see page 11.

The carrier says claims by the airport that it needs to recover costs related to safety and security from regional operators are incorrect, with measures such as the runway safety areas and security screening mandated for larger aircraft only.

Rex says it will make a "vigorous submission" to the ACCC inquiry into the price increases, with access to Sydney Airport vital for "maintaining the social and economic fabric" of regional communities".

Concert comp

MACAU Tourism is offering seven lucky *TD* readers the opportunity to attend the upcoming Winterbeatz music festival at the MGTO private suite at Sydney's Acer Arena - see p5.

Today's Travel Daily

Travel Daily today has eight pages of news and photos, plus full pages from:

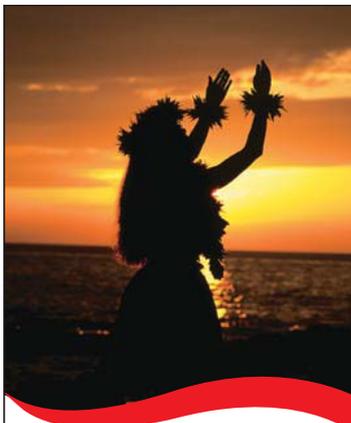
- TMS Asia Pacific jobs
- AA Appointments jobs
- Hamilton Island jobs

More NTIA photos

WE are continuing to process the more than 1500 photographs taken at last Saturday's National Travel Industry Awards, with more photos now online at our website www.traveldaily.com.au for your viewing pleasure.

Today's *TD* also features another full page of pics from the industry's night of nights - see p8.

Hundreds of people from across the industry have also viewed our exclusive video NTIA coverage of which is online at *Travel Daily TV*.



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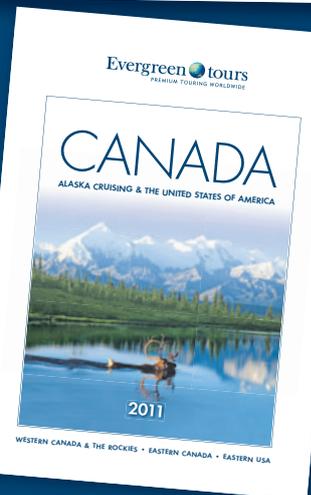


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Travel Daily AU
First with the news

Tue 13 Jul 10 Page 2

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ETIHAD

Jules Lund winner

CONGRATULATIONS to Nigel Le Page who was the lucky winner of yesterday's Jules Lund Celebrity Interview competition.

Nigel was very quick off the mark to tell us that Jules performed in Torvill and Dean's Dancing on Ice in July 2006, and wins a \$50 Coles Myer Gift Card.

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DFAT issues NZ warning

THE Department of Foreign Affairs and Trade yesterday reissued its travel advice for New Zealand, with a new warning about adventure tourism activities undertaken by travellers across the Tasman.

"Many adventure tourism activities have inherent risks, and there have been a number of serious accidents involving Australians and other tourists, some resulting in deaths," the advisory states, with some operators having been found to be negligent.

The advisory now urges travellers to make their own judgements about the risks involved in various activities and the safety standards of individual operators, and also recommends that travellers hold travel insurance and "complementary

accident or income protection insurance.

"You should be aware that safety standards in New Zealand's adventure tourism industry may differ between individual operators and may differ from those in Australia," the DFAT advice adds.

It also warns that Australians injured while in NZ are unable to sue for any consequent losses, while Aussies are also excluded from obtaining the ongoing income support which is provided to injured New Zealanders under the NZ Accident Compensation Act 2001.

Drought not so long

QANTAS last won the award for Best National Airline (TD yesterday) at the 2005 National Travel Industry Awards.

NZ boosts Wanaka

AIR New Zealand this morning announced an increase in capacity to the NZ south island ski destination of Wanaka.

Additional services operated by NZ's Eagle Air subsidiary will see two daily services operate each Mon, Wed, Fri and Sun and a single return service on the other days each week.

The 40% increase in capacity is due to the "solid patronage of the direct service between Christchurch and Wanaka," the carrier said.

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RAIL EUROPE

TSAX travel expos

HUNDREDS of Travelscene American Express stores across the country will be hosting an instore three-day Travel Expo this month, which the group says will provide clients with special offers, deals and travel bonuses through its preferred partners.

The Instore Travel Expo Sale will run between 29 - 31 Jul.

Window Seat

FORMER US president Ronald Reagan is set to be immortalised in bronze, with a \$500,000 statue set to be commissioned for Washington's Reagan National airport.

The project is part of "huge" celebrations planned across the US to commemorate the 100th anniversary of Reagan's birth next Feb.

LOUD playing of the infamous World Cup vuvuzela trumpets has been outlawed in the United Arab Emirates, with a fatwa issued by the General Authority of Islamic Affairs declaring them 'haram' if played above 100 decibels.

THE municipal government of Hangzhou in eastern China last week blamed an unidentified flying object for the disruption of air space in the region.

Chinese news agency Xinhua said that Xiaoshan Airport was closed after the UFO was spotted by a pilot at around 9pm last Wed night, with flights diverted to Ningbo and Wuxi.

A later report quoted the pilot saying: "We spotted several craft approaching us from about ten miles off our right wing. They were moving quite fast and resembled large won-tons.

"As they passed us, we felt as if we had just eaten, but oddly enough just moments later felt hungry again," he said.

Later the *China Daily* said the UFOs had been identified but full details were not available due to a "military connection."

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Tue 13 Jul 10

Page 3

EDITORS: Bruce Piper and Guy Dundas
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Airline of
the Year 2009
TTG Travel Awards 2009

QATAR
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Strategic go ahead

STRATEGIC Airlines has been given the green light by the Intl Air Services Commission to begin flights between Port Hedland and Karratha in WA to Denpasar (Bali), as flagged by *Travel Daily* last month (*TD* 15 Jun).

The Commission has approved unrestricted passenger capacity for five years on the Indonesian route between points in Australia, except Sydney, Melbourne, Brisbane and Perth, "in order to allow Strategic Airlines ample time to work towards obtaining all necessary approvals."

Strategic must utilise capacity by no later than 31 Oct.

Europe guarantee

EVERGREEN Tours says it has guaranteed all May to Aug 2011 departures on its 24-day Eastern Europe Escapade river cruise tours due to popular demand.

The itinerary includes a 10-day land tour and a 15-day river cruise, priced from \$8,695ppts.

Pax who book and deposit by 20 Sep can also take advantage of a Fly Free to Europe promo.

See evergreentours.com.au.

Social media push

FINDINGS from a Roy Morgan Research poll released last week has shown about 30% (5.2 million) of Aussies have participated in some type of online social media activity over an average four week period, for the year ended Mar.

The result is "good news" and represents a "real opportunity" for the tourism industry, according to Jane Ianniello, Roy Morgan Research Intl director of Tourism, Travel & Leisure.

Ianniello said that people taking part in online social media are more likely than the average Australian to take holidays, both domestic and overseas.

"They are also more likely to provide advice to their friends and family about holiday and travel, so they are potentially useful advocates for a tourism destination," she said.

Social networking sites, such as Facebook and MySpace led the online social media poll with 24%, followed by streamed video, like YouTube, with 18%.

Other sources included online forums, photo sharing sites, chat rooms and online blogs.

Rescue situation at Pullman



ABOVE: The Pullman Sydney Olympic Park hosted the Channel Nine drama series *Rescue Special Ops* recently while they were filming an episode for Series 2, which debuted last night.

The cast members abseiled down from the Pullman rooftop attracting onlookers from nearby businesses and attractions.

The acting must have been good, because the spectators at first thought it was a genuine

emergency rescue situation.

The hotel was required to keep the cast and crew fed throughout the day of filming, including Les Hill whose former roles include Jason Moran in *Underbelly* as well as Blake Dean in *Home and Away*.

Pullman marketing executive Rafael Ruiz Taboada is pictured above with the *Rescue* crew: Les Hill, Andrew Lees, Katherine Hicks, Daniel Amalm and Gigi Edgley.


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Back roads Europe

THE Flight Centre owned Back-Roads Touring Company is offering five European tours in its just released 2010/11 winter program.

Tours include the seven-day Alpine Lakes and Mountains tour to Northern Italy and Switzerland; the nine-day Winter Imperial Cities trip, a four-day Treasures of England itinerary; and a four-day Celtic Charms tour.

The tours operate between Nov 2010 and Jan 2011.

Air France/KLM pay US\$87m cargo fine

AIR France-KLM and its Dutch sister carrier Martinair will pay US\$87 million (AU\$99m) to settle claims over its alleged involvement in an air cargo fuel cartel, in the United States.

Under the terms of the deal, the carriers will pay US\$87m in exchange for a release from all claims by direct purchasers of air cargo shipping services to and from the US between 2000-2006.

Over a year ago, Air France-KLM and Martinair settled a similar order with Australia's competition watchdog, the ACCC, for illegal air cargo price fixing between 2003 and 2006, for a combined \$11 million (TD 17 Feb 09).

Orion accom deals

ORION Expedition Cruises is offering two or three night inclusive accom packages on all seven night voyages sailing in Nov and Dec 2010.

Guests booking Category A and above on Orion's 02, 09, 24 Nov and 01 Dec cruises can combine hotel packages in Cairns, Sydney, Melbourne and Hobart, priced from \$6,040ppts including meals, transfers, private tours, accom and cruise.

Visit orionexpeditions.com.

Myroombid launch

THE online travel auction market has a new player with the launch of www.myroombid.com last week, allowing people to book by nominating a rate they wish to pay for a hotel stay, which is then sent to a hotelier to respond with either an acceptance or a counter offer, as far as 18 months in advance.

Bali is the company's first destination, because "bargaining is now very much a part of our culture in Australia, as it is in Bali," says owner Luke Veron.

3rd Shanghai Sofitel

SOFITEL Luxury Hotels has announced it's planning to open a third hotel in Shanghai next year, the Sofitel Shanghai Jing'an.

The 515-room hotel features 82 suites, occupying levels 29 to 54 of a mixed office/hotel building.

Sofitel will also be opening a fourth hotel on the outskirts of Shanghai in the suburb of Sheshan in the future.



Money Talk

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Changing currency while travelling can be a time consuming and confusing process. From pesos to pounds, and riyals to rubles, it's hard to keep track of exchange rates and conversion fees when travelling from country to country.

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InterCon still on top

INTERCONTINENTAL Hotels is maintaining its hold as the leading hotel group (of 27 brands) in Australia, in the latest Roy Morgan hotel customer satisfaction ratings released yesterday.

For the year ending May 2010, InterContinental received a 'very' or 'fairly' satisfied rating of 88.8%, however its lead has been shortened, with Mantra now sitting just 0.2% behind with a 88.6% level.

Third place in the survey went to Crowne Plaza (at 88.5%), followed by Marriott (87.9%) and Hilton (87.2%).

The average satisfaction level for all Hotels & Resorts over the period was 79.9%.

MAS agent promo

MALAYSIA Airlines is offering travel agents in NSW/ACT the chance to win Red Balloon vouchers valued at up to \$100 when selling its flights for travel in Aug, during the month of Jul.

Agents need to be one of the first 200 entries to ticket Malaysia Airlines flights (for adults) to be rewarded.

A \$100 Red Balloon voucher is available for sales on First or Business Class tickets to any MAS city, a \$50 voucher for two Economy Class tickets to UK/Europe or Middle East, or a \$25 voucher for two Economy Class tickets to Malaysia/Singapore, Brunei, South East Asia, South Asian Sub Continent & North Asia. Phone (02) 9364 3519 for info.

Hound Base deals

GREYHOUND Australia has introduced new Travel Base Packages that pair hop on, hop off coach travel and accom in Base hostels from Melbourne to Cairns.

10-night packages are priced from \$660 per person.

Kilometre packages of 3,000 and 10,000kms can be combined with the Travel Base packages, and pax can exchange kilometres for Greyhound Adventures tours.

SYD gets aerial fire fighting vehicle

SYDNEY Airport Aviation Rescue service has taken delivery of a new \$820,000 aerial fire fighting vehicle which will be used in the event of a fire emergency on the upper deck of Airbus A380.

The high-tech vehicle features a basket that can lift up to three fire fighters 30 metres in the air.

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AA/BA/IB pact OK?

AMERICAN Airlines, British Airways and Iberia are likely to gain approval for anti-trust immunity by the European Union to broaden their oneworld alliance by as early as today.

The *Wall Street Journal* reports that it has seen the confidential agenda and that "people familiar with the case expect the panel to clear the alliance this week if the carrier meet certain conditions."

QHols Tiger tickets

QANTAS Holidays has released accom and ticket packages to the 2010 JBWere Masters Golf, starring world class adulterer Tiger Woods, between 11-14 Nov.

Daily Entry and Grandstand tickets are priced from \$55pp or \$96pp respectively, and can be booked with two night's accom priced from \$149ppts.

There's also a Bunker Four Day ticket which can be combined with three night's accom priced from \$500ppts, based on staying at the All Seasons Kingsgate Hotel.

WIN WINTERBEATZ TICKETS



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 Wednesday 28th July 2010, Winterbeatz brings Sydney to life and the Macau Government Tourist Office are giving Seven lucky winners and a friend to join them in their very own Private Suite.

All you need to do is answer all 5 questions featured in *Travel Daily* this week for your chance to WIN...

Q1: What is the name of Macau's famous main square which features a wave pattern of mosaic tiles?

Email your answers each day to: winterbeatz@traveldaily.com.au

CLICK HERE FOR TERMS & CONDITIONS



Macau Government Tourist Office

Let's go shopping!



ABOVE: Krystal Davidson of HRG was the lucky winner of a \$500 shopping spree in the recent 'Sex And The City' competition run by specialist travel recruitment firm AA Appointments.

Krystal is pictured above left with some shopping bags, along with Amy Foltran from AA Appointments and HRG team leader Emma Rebello.

Ubid PA incentive

UBID4ROOMS.COM is offering Personal Assistants the opportunity to earn a \$100 gift voucher, every time they book five or more rooms through the online bidding site.

Accom options include the Hotel Grand Chancellor Adelaide on Hindley, and Coogee Sands Hotel and Apartment, priced from \$149.

In order to redeem the voucher contact Ubid4rooms by calling 1300 723 661 or send an email to enquiries@ubid4rooms.com.

Diamond OZ cruises

PRINCESS Cruises will deploy *Diamond Princess* in Australasia in 2011-12, rather than *Sapphire Princess* as previously mooted.

Princess this morning released details of the *Diamond* program, featuring 12 itineraries to Australia, New Zealand and Asia between Oct 2011 and Apr 2012.

A highlight voyage is the 39-night Australia, South East Asia and China Grand Adventure Cruise that departs Sydney on 04 Feb 2012 and ends in Singapore, priced from \$5,799ppts.

Other cruises include the 23-night voyage between Australia and China, priced from \$3,469pp, the 16-night South East Asia and China cruise, which leads in at \$2,439pp, and four 12- or 13-night voyages between Australia and New Zealand in Dec and Jan.

For more information visit www.princess.com or call 132 488.

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KQ to Sydney soon?

SYDNEY is now appearing on the Destination Guide of Kenya Airways' website, fueling speculation the carrier may be plotting an Australian operation.

The New South Wales capital is the only Australasian city to appear on the KQ map.

Two years ago Kenya Airways was rumoured to be looking at adding Sydney to its network once it took delivery of its *Dreamliner* fleet.

AC to Guangzhou

AIR Canada is planning to add a direct service between Vancouver and Guangzhou, China from 2013, according to ceo Calin Rovinescu.

Have you heard about the Disney Parks and Air New Zealand incentive?

Click here for more details



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QF Sydney HQ sold

QANTAS is set to sign a further 10 year lease extension for its global headquarters complex in Sydney, as the property changes hands in a \$120m deal.

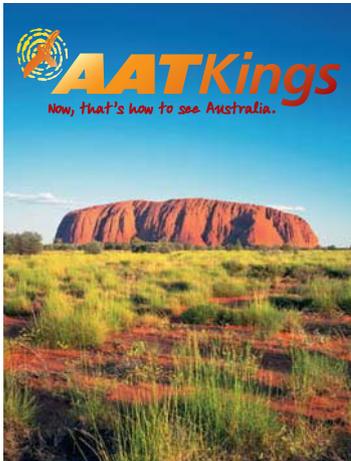
Listed property investor Cromwell Group went into a trading halt yesterday, as it announced a share placement seeking to raise funding for the purchase from the current owner, a joint venture managed by Trafalgar Managed Investments.

The deal also reflects a \$25.6 million refurbishment of the four separate buildings in Mascot comprising more than 40,000 square metres of office space.

RNP for JQ in NZ

JETSTAR'S entire New Zealand fleet of Airbus A320 aircraft has been fitted with Required Navigation Performance technology which uses satellite navigation to provide precise routing and enable operation in bad weather conditions.

According to Jetstar ceo Bruce Buchanan RNP procedures are now in place for the carrier's daily direct flights from Auckland and Christchurch to Queenstown, with the move set to reduce the estimated number of bad weather diversions from over 10% to less than 1% overall.



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Best Tour Operator Domestic award



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Silent DXB project

DUBAI International Airport has launched a new 'silent airport' project which will reduce the number of public announcements.

Carriers at its three terminals have been told to limit boarding calls to just two per flight, reducing announcements from over 2000 to about 700 per day.

The airport says it has improved flight information display screens and is also asking staffers to "actively remind passengers" to arrive at their gate on time, according to *USA Today*.

Peru appointment

GLOBAL Tourism Interface has been appointed as the new public relations agency for Peru's tourism board PROMPERU in Australia.

The move will see GTI develop and implement a media and travel trade program to promote Peru's diverse cultural and natural attractions here.

GTI said its strategy would include running travel trade workshop events as well as embracing "promotions and online opportunities".

Yet another lounge

EMIRATES has opened another premium lounge, this time at Shanghai Pudong International Airport.

It's the first dedicated airline lounge in Shanghai's Terminal 2 and has capacity for 165 pax.

EK already has a lounge in Beijing which opened last year, with the carrier saying that the addition mean that "well over half of our 18 destinations in the Far East and Australasian region have their own dedicated Emirates lounge".

Emirates now has 27 lounges across the globe, with the new Shanghai facility servicing its double daily non-stop services from Dubai.

Holiday Inn is good

INTERCONTINENTAL Hotels has announced the opening of the new Holiday Inn Express Wall Street New York.

The 112-room property in the heart of the Big Apple's financial district offers free high-speed internet access, a business centre, meeting rooms and a fitness centre.

Fiji kicks out Aussie diplomat

THE relationship between Australia and Fiji looks to be souring further, after the self-appointed leader of Fiji's military regime, Frank Bainimarama, yesterday expelled Australia's acting high commissioner.

Egyptair LHR boost

EGYPTAIR will this month increase its flights between Cairo and London Heathrow from eight to ten flights per week, with the extra A330-300 services operating each Sat and Sun.

Somer meets Kochy

RIGHT: Virgin Blue Corporate Account Manager SME Somer Kovacs is pictured with TV personality David Koch at last week's COSBOA National Small Business Summit which was held at the Brisbane Convention & Exhibition Centre.

DJ was a gold sponsor at the event, promoting its Virgin Blue accelerate program to the small businesses in attendance.



Costa goes mobile

COSTA Cruises has released a new application for the Apple iPhone, which aims to give travellers a sneak preview of its vessels before they embark.

The free app is available in English, Italian, French, German, Spanish and Portugues and includes a full screen virtual tour of each ship as well as linking to live images from the on-board webcams.

New 777 for BA

BRITISH Airways has taken delivery of its first Boeing 777-300ER aircraft, with a further five on order, two of which are expected to be delivered this year.

The four-class aircraft will feature BA's new First Cabins as well as the latest Club World seats plus new features in the World Traveller (economy) and World Traveller Plus (premium economy) cabins (TD 11 Jun).

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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; two nights at White Grass Ocean Resort Vanuatu on the island of Tanna; daily breakfast and airport transfers.

Each day *Travel Daily* will ask a Vanuatu-related question – just read the issue and email 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.



Q.9: Does Air Vanuatu charge for full meal service, drinks or inflight entertainment?

Hint! Visit www.airvanuatu.com

Email your daily answer to: vanuatucomp@traveldaily.com.au

For further information on Vanuatu please see: www.vanuatu.travel

[Click here for competition terms & conditions](#)



Exclusive Broome

BROOME and The Kimberley Holidays is offering a three day sale from 15 Jul which will include an exclusive hotel/flight deal priced from \$577pp, ex Perth.

The promo is valid for travel 01-30 Sep - broomekimberley.com.au.

Malaysia on sale

THE 2010 Malaysia Mega Sale Carnival kicks off on 24 Jul, with Tourism Malaysia Sydney director Shahrin Mokhtar saying the festival offers Australian travel consultants a great opportunity to up-sell Malaysia.

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CX pax numbers up

CATHAY Pacific today reported "significant year-on-year rises" in passenger numbers and cargo carried during Jun.

CX and sister carrier Dragonair carried 2.2m pax in Jun, up a huge 27.5% on the same month last year, with an overall passenger load factor of 85.4%, up a healthy 8.6 points.

The carrier said demand in premium cabins was improving but "volumes still remain below 2008 levels".

Denpasar upgrade

THE airport in Bali is set for a major expansion with the allocation of US\$109m in funding for a project to commence later this year which will more than double current terminal space.

Cruise1st sets sail

LAST night the new Cruise1st retail operation owned by Royal Caribbean officially launched in Australia, with a 'Love Boat'-themed event at the very appropriately-named Cruise Bar at Sydney's Overseas Passenger Terminal.

Guests included cruise operators as well as airline and hotel partners, with Cruise1st claiming to offer a "unique cruise holiday booking experience" with dynamic packaging of a single transaction comprising cruises, flights and hotels.

GM Sandy Greenwood said it was a "really exciting time to be launching in Australia when popularity for cruising holidays has never been greater.

"We are looking forward to offering Australians from all walks of life an easier and more rewarding cruise holiday experience," she said.

RIGHT: Enjoying the Cruise1st launch: Mark Miller of Virgin Atlantic; Stella Vlahos of Lufhansa and Jason Smith of Qatar Airways.



ABOVE: Not lei-ing around on the job, Cruise1st gm Sandy Greenwood is pictured right with Lindy Chapman of Destinations of the World.



LEFT: International Cruise Council Australasia gm Brett Jardine with Birgit Eisbrenner of Discover the World Marketing, representing Hurtigruten Cruises; and Don Clark, Complete Cruise Solution.



Smiling NTIA faces

MORE than 1400 photos from last Sat night's National Travel Industry Awards are now online for viewing at the *Travel Daily* website at www.traveldaily.com.au. A selection of some of the pics are on this page; see *TD* over the rest of this week for more.



RIGHT: Tim Harrowell of Emirates and Justin Montgomery, heading from Creative Holidays to Virgin Blue, celebrate their interline partnership.



RIGHT: Kerry L'Anson and Emma Sturgiss, both from first-time NTIA sponsor Tourism Australia.

BELOW: Rick Myatt of AFTA Education and Training, who hosted an Industry Engagement Seminar on Sat afternoon before the NTIA dinner, with Erin and Matt Gijselman of the National Tourism Alliance



LEFT: Jacqui Walshe of The Walshe Group with a delightfully colourful Mona Tannous of Oman Tourism.



ABOVE: AFTA ceo Jayson Westbury looking surprisingly relaxed at the beginning of the night, with Tom Goldman of Goldman Travel.

LEFT: Cordula and Ian Lorigan of IATA with Peter and Dianne Lacaze of Stella Travel.



ABOVE: Adele Sheers of Qantas with Travelscene American Express gm Jacqui Timmins and Bettina Barker of Qantas Holidays.



ABOVE: Angela Arena and Maria Failla of Jetset Hurstville, finalist in the Best Travel Agency Retail - Single Store category.



ABOVE: Anton Loeb of Cover-More Insurance with Harvey World Travel chief David Rivers and Paul Rickard of HWT Caloundra, winner of the Best Travel Consultant - Retail category in the National Travel Industry Awards.

Reach for the Top!

Give your career a boost with TMS



Hot Jobs (Australia) - July 2010

JOB OF THE WEEK!

Air & Sea Specialist

- North Sydney
- Small Team Leader Position

A specialist in the luxury travel market has created a new department in Air and Sea. You will be managing an Air and Sea Coordinator in this newly created position. As this is a new position you will need to be flexible in changes to this role and open minded in making this role your own and developing it with your manager. This is a great opportunity for an experienced Retail Travel Consultant wanting to work for a luxury thriving product. To apply for this role you need to have experience in managing a team, ability to demonstrate flexible and adaptable nature in a start up business or similar. In addition it is essential that you have a good working knowledge of a GDS, preferably Amadeus, Fares & Ticketing 1 and BSP experience.

Contact **Wendy Stearn** at TMS T: **02 9231 6444**
E: **wendy@tmsap.com** or **apply online now!**




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Training Manager

- *Syd CBD location with a great package*
- *2 direct report*

You are responsible for leading the training team to ensure the training program is developed and maintained. A hands on role focusing on modern forms of training delivery. You must have Min. 2 years practical experience in a similar environment, have completed Cert 4 in workplace training and assessment (TAA) and be extremely IT savvy and experience in the delivery of self paced and trainer led training in an online and classroom environment.

Contact Tara Hamilton T: **02 9231 6444**
E: **tara@tmsap.com** or **apply online now!**

Sales Development Manager

- *Luxury Corporate Market*
- *Base plus Car Allowance and Travel Concessions*

Our Client's product is designed for up market experience travelers. The key focus of this role is to identify and develop high growth accounts within Australia and New Zealand. You will be responsible for the continuous assessment of sales and marketing opportunities across all distribution channels. You will mostly be seeking new business from Corporate Travel Agents and increasing business from existing agents. To apply for this role you will have extensive experience in an 'on the road' position targeting luxury travel agents and/or corporate travel agents.

Contact Wendy Stearn T: **02 9231 6444**
E: **wendy@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** or **apply online now!**

Corporate Consultant – Sydney, Melbourne, Canberra, Perth

- *CBD locations*
- *Career Progression*

Are you an experienced Corporate Consultant or a Retail Consultant ready to take the plunge into Corporate travel. Various positions are currently available in Sydney, Melbourne & Perth for switched on professionals who believe their greatest asset is their customer service skills and ability to work to tight timeframes. If you have excellent CRS skills and minimum 2 years travel experience apply today.

Contact Karen McGrath
T: **02 9231 6444** E: **karen@tmsap.com**

Domestic Corporate Travel Consultant Required - CBD

- *Up to \$45k plus super*
- *Ultra modern offices in the CBD*

Due to growing accounts this fantastic corporate travel company in the city are looking for an experienced domestic corporate travel consultant to come on board. The ideal candidate will have a minimum of 2 yrs experience in corporate travel consulting, but it does not matter what CRS you can use as you will be cross-trained.

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

Leisure Consultant – Sydney, Brisbane

- *Brilliant team & office environment*
- *Well respected and valued organisation*

Are you an experienced travel consultant looking to make a positive career move? This well established organisation are looking for a leisure consultant to assist in their premium retail division. In this role you will be booking all aspects of travel, including flights, exclusive accommodation, car hire and tours.

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

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

LIVE THE HIGH LIFE

**MULTISKILLED CORPORATE CONSULTANT
SYDNEY (EAST) – SALARY PACKAGE \$55K-\$65K +**

We are searching for a talented multi-skilled corporate travel consultant to join a growing national TMC. Our client has just won two new accounts so things are heating up despite the weather. You will have a minimum of 2 years international consulting experience with excellent fares knowledge and fantastic customer service. You will be rewarded with an above average salary package plus bonuses! You won't need to shop around anymore this role is the real deal.

DO YOU PREFER BEHIND THE SCENES? PRODUCT COORDINATOR

SYDNEY (CBD) – SALARY PACKAGE OTE \$45K

We are currently searching for a Product Coordinator to join one of Australia's leading wholesale companies. You will be given great training and ongoing opportunities to progress. The role is responsible for loading and maintaining product on Calypso and liaising with overseas suppliers, accounts and reservations departments. You will be well traveled with knowledge of Calypso. Fantastic attention to detail and data entry experience are essential.

A CHANGE IS AS GOOD AS A HOLIDAY

**LEISURE TRAVEL CONSULTANT
PERTH (CITY) – SALARY PACKAGE TO \$80K (INCL COMM)**

Don't box yourself in, move across to a growing travel company that pays one of the highest salaries in Perth! This online travel company has a variety of bonus schemes in place that see their employees earning in excess of \$70,000! Processing leisure bookings, you will be proficient on Galileo and have a proven sales history. Monday to Friday business hours only. Optional weekend work – paid overtime!

MAKE THE TRANSITION TODAY

**CORPORATE TRAVEL CONSULTANT
PERTH (VARIOUS) – SALARY PACKAGE TO \$65K+ (OTE)**

Are you tired of the same old bookings every day? This global corporate travel company is one of the fastest growing agencies in Australia and is proven to have the most career opportunities for their employees! Monday to Friday business hours and a fun & energetic team, these positions are more than meets the eye. Although working on a commission structure, you will be handed the business to process!

TASMANIA TEMPTATION

**CORPORATE TRAVEL CONSULTANT
HOBART (CITY) – SALARY PACKAGE TO \$60K (OTE)**

Are you tempted to join one of Australia's most forward moving travel companies? This opportunity is very rare in Tasmania and will be snapped up quickly. Working on numerous small to medium sized corporate accounts, you will be responsible for the accounts and basically manage your own day. Monday to Friday business hours are on offer, together with numerous travel benefits and career opportunities.

PART TIME OR FULL TIME, THE CHOICE IS YOURS RETAIL TRAVEL CONSULTANT

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

This retail travel agency in Melbourne's Southern suburbs is seeking an experienced travel consultant to join their street front office. Working in a small and very friendly office, you will be responsible for servicing a diverse client base. With 4 agencies in the network, ongoing career opportunities are available. To be successful you must possess retail travel experience and Galileo. CCT is highly desirable.

MAKE A SEA CHANGE TODAY

**RETAIL TEAM LEADER
SUNSHINE COAST – SALARY PACKAGE \$55 K- \$70K OTE**

Looking for that dream job working closer to home and enjoying the relaxed Sunshine Coast lifestyle? With this great management role you can! You must have retail travel management experience and be passionate about developing and motivating teams. Minimum two years in a management role is required. Enjoy top financial rewards along with fantastic incentives, educationals and more. Take the first step in making that sea change and call today!

GOT YOUR SEA LEGS?

**HIGH END LEISURE / CRUISE CONSULTANT
BRISBANE CBD – SALARY PACKAGE \$40K- \$45K**

Fancy yourself a 5 star seller? Do you have a passion for cruising? Working for this growing market leader you will enjoy selling cruises along with other high end leisure product. Not only will you escape face to face consulting but you will enjoy top incentives and famils along with working in a fun team and supportive management. Minimum 2 years consulting experience, proven ability to meet sales targets and a great attitude are a must.



JOIN THE DYNAMIC SYDNEY-BASED HAMILTON ISLAND SALES TEAM

Hamilton Island in the heart of the tropical Whitsundays is Australia's favourite island holiday destination. As the gateway to the Great Barrier Reef, our safe waters, spectacular marine life and relaxed island lifestyle are a magnet for yachting, fishing, diving, beach lovers and water sports enthusiasts from all around the world. Our properties offer holiday-makers a wide range of choice and flexibility to enjoy a holiday, conference or residential lifestyle. We are currently seeking three committed and enthusiastic people to join our St Leonards (Sydney) based sales team.

ACCOUNT MANAGER - AUSTRALIA

The Hamilton Island sales team is responsible for creating a high sales profile by actively marketing and selling Hamilton Island in order to exceed forecasted sales budget targets. Reporting to the Leisure Sales Manager, the primary focus of this role is to achieve sales targets via high service delivery to key wholesale and retail accounts while establishing strong relationships with both internal and external customers.

The successful candidate will have a minimum 3 years experience in a similar role, extensive experience in managing business relationships with leisure travellers, excellent interpersonal and communication skills with strong analytical and problem solving ability. Exceptional time management skills and a high level of computer literacy is a must.

RESERVATIONS MANAGER

12 Month (Maternity Leave) Contract.

The Hamilton Island Holidays reservations team is responsible for responding to all enquiries regarding Hamilton Island from our direct clients, travel agents and conference organisers. The purpose of this role is to provide effective leadership of the mid-size call centre. Reporting to the General Manager of Sales, the primary focus of this role is to drive sales achievement by ensuring the 25-strong team deliver high standards of customer service and by offering your expertise via support, coaching and training.

The successful candidate will create a fun and rewarding sales environment building upon the Hamilton Island Holidays reservations sales team's enviable reputation. This role works closely with the Revenue Manager to ensure revenues and yields are optimised. Previous experience in a similar role is essential, as is demonstrated strong leadership skills and extensive exposure to relevant technical systems, such as GDS, PMS, IVR, Sabre, etc.

RESERVATIONS SUPERVISOR

Hamilton Island Reservations Supervisor is responsible for handling the day-to-day aspects of managing the direct reservations sales team. Your responsibilities will include overseeing direct consumer reservations as well as leading and motivating a small team of consultants. Reporting to the Reservations Manager, this role will be responsible for delivering on key performance goals around sales targets and service levels.

We're looking for a candidate with proven experience in a customer service call or branch centre sales environment, gained from at least 3 years experience within the travel and tourism industry. Of course, we expect strong leadership skills, a demonstrated passion for sales, strong written and verbal communication skills and great enthusiasm.

Apply Now. Visit www.hamiltonisland.com.au/careers-jobs/ or contact our Employment Centre on 1800 68 11 20 today!



HAMILTON ISLAND
GREAT BARRIER REEF AUSTRALIA