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Travel Daily AU

First with the news

Fri 16 Jul 10

Page 1

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

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Flight Centre gets social

FLIGHT Centre has appointed its first ever Global Social Media Manager, with Gregg Tilston taking up the newly created role effective immediately.

Tilston has been working with FC in social media in Canada for about a year, with the extension of his role signalling an increased focus for Flight Centre on the burgeoning internet sector.

Toronto-based Tilston's promotion coincides with the Flight Centre Global Conference and Awards, which kicks off at

Homework response

TRAVELMANAGERS this morning issued a statement in response to claims by rival home-based network MTA (TD yesterday) about its current ad campaign.

"TravelManagers stands by our 'Better off Guaranteed' advertisements; the intent is completely genuine," the firm said.

"TravelManagers have been long-term advocates for anyone considering home or personal based consulting to do their research, ask the hard questions and make the comparisons before making a decision on which firm to select.

"We are confident of our offering and as our previous advertisement states, we have nothing to hide," the statement added.

Caesars Palace in Las Vegas today.

Tilston was behind Flight Centre's Youtube-based 'Best Travel Job Ever' campaign, and in an online interview this week said he would be working across the various Flight Centre brands and regions to see how social media is being used and "leveraging those successful strategies for the other areas".

Business class guide

WATCH your inbox next Mon for *Travel Daily's* first ever Business Class Guide - a special exclusive supplement for TD subscribers giving a comprehensive guide to the business class offerings of carriers in the Australian market.

VA extends MEL

V AUSTRALIA will operate its planned third weekly non-stop Melbourne-Los Angeles service year round, according to travel agent GDS displays.

The third service debuts 19 Dec, and was previously only loaded through to 30 Jan 2011.

Today's Travel Daily

Travel Daily today has six pages of news plus full pages:

- AA Appointments
- Territory Discoveries
- Hamilton Island

Evergreen tours PREMIUM TOURING WORLDWIDE

CANADA & ALASKA 2011

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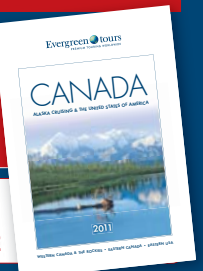
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Travel Daily_{AU}
First with the news

Fri 16 Jul 10 Page 2

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10 GOOD REASONS TO VISIT NEW CALEDONIA

3 A Gourmet Paradise
"One of the best French gourmet experiences outside of France"
Gabriel Gaté

Aircalin
International Airline of New Caledonia

CLICK HERE FOR THE OTHER 9 REASONS

TD's snow update

HERE are the latest snow falls, depths and ski lifts in operation across the region:

- Falls Creek - 41cm / 10 lifts
- Perisher - 24.1cm / 32 lifts
- Thredbo - 44.9m / 9 lifts
- Selwyn - 50cm / 10 lift
- Mt Buller - 33cm / 9 lifts
- Mt Hotham - 38cm / 8 lifts
- Coronet Peak - 85cm / 6 lifts
- The Remarkables- 80cm/3 lifts
- Mt Hutt - 125cm / 4 lifts

787 may slip again

BOEING this morning issued a 'cautionary note' that the delivery of its first 787 aircraft to launch customer ANA may slip into the early weeks of 2011.

Program manager Scott Fancher said that the additional delay would be due to some testing taking longer than expected.

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New online wholesaler

AUSTRALIAN travel agents have been targeted by a leading online travel trade service provider from Ireland, which has established an Australian presence including a local website and business development manager.

Chase Travel International says it will provide Australian agencies with a "real value competitively priced product offering" including 45,000 properties, worldwide cruises, car hire, transfers, tours attractions and event tickets, all available for online bookings 24/7.

The new Australian bdm is Katrina South who has previously

Lower cheap fares

AN INCREASE in competition on domestic services across the nation has resulted in discounted airfares in Jul 2010 being at their lowest level on record for the month, according to the latest government airfare index study.

The survey, which compares airfares against prices in Jul 2003, indicates that 'Best Discount' Jul fares has never been lower, and currently sit at 54.2 points, 8.2 points lower than Jul last year.

The Jul 2010 result is also 7.8 points lower than last month's figure, which was 62 points.

'Best Discount' fares during May were the lowest ever (TD 14 May).

worked in Chase Travel's Dublin head office.

The company says it also provides 24/7 customer support including an online live chat facility allowing real-time communication between reservation staff and agents.

Chase Travel's Australian office builds on existing operations in France, the UK, Spain, Italy, the UAE and Holland.

For more information call the local office on 07 5572 7003 or see www.chasetravel.com.au.

NZ denies DJ stake

AIR New Zealand this morning downplayed speculation that it had purchased shares in Virgin Blue, after a *Sydney Morning Herald* report claimed that the carrier wanted to purchase a stake of up to 15% in Australia's second domestic carrier.

NZ said any such purchase would require Foreign Investment Board approval, with the proposed trans-Tasman pact between the carriers still under consideration by regulators.

"Air New Zealand is conscious that airline alliances such as the one planned with Virgin Blue frequently include an equity aspect, but the proposed alliance does not do so," the carrier said.

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If you are ready for an exciting opportunity with a market leading brand, look no further.

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Applications close 30 July 2010.



Window Seat

MEXICO City is hoping for a surge in gay tourism, offering a free honeymoon to the first gay couple to wed in Argentina, after the South American country yesterday became the first in the region to legalise same-sex marriages.

Mexican tourism minister Alejandro Rojas said the offer was made "in recognition of tolerance, but also to promote gay friendly tourism in Mexico city."

Rojas estimated that about 15% of global tourism is "gay friendly," with homosexual travellers spending 47% more than heterosexuals on average.

THAT darned cephalopod is still in the news - Paul the oracle octopus is now the centre of a zoological bidding war.

The sea creature has become famous after correctly predicting the results of the recent FIFA World Cup soccer tournament, and now The Zoo Aquarium in Madrid has put in a bid for Paul, saying he will be most welcome after correctly saying Spain would win the Cup.

The Spanish zoo said it would outbid anyone for the clever creature, but Paul's keepers at the Sea Life Aquarium at Oberhausen said they would rather keep the octopus, who will now return to his old job of "making children smile".

A US family will never have to worry about toilet breaks during road trips, after designing a "twin bowl toilet car".

The unusual vehicle, pictured below, is the result of four years research, and reportedly has a top speed of 45km/h.

Creator Dave Hersch said that special accessories on the vehicle include holders for six toilet rolls - and a magazine rack.



Doesn't look very powerful

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TA Facebook fans

TOURISM Australia says it now has more than 500,000 fans for its Facebook social networking platform, which launched in 2008.

MD Andrew McEvoy said the Facebook page has become an important part of the brand's marketing mix, and builds word of mouth advocacy for Australian holidays around the world.

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Pan Pacific appoint

PAN Pacific Hotels Group has announced the appointment of Nigel Roberts to the position of vice president, area operations Oceania, as flagged by *Travel Daily* last week (*TD* 07 Jul).

Roberts will be based in Sydney and responsible for setting up and measuring the hotel group's service standards locally.

"Nigel's extensive international experience in hotel operations is exactly what we need to drive our operations in this new growth region for us," said president and ceo Patrick Imbardelli.

SYD fuel chaos

DISRUPTION is expected at Sydney Airport next week, with refuellers yesterday giving notice of a 24 hour strike on 21 Jul.

The Transport Workers Union says staff at Airport Fuel Services have been told they will be locked out for a week if they go ahead with the walkout.

The employees are protesting at what they say is an unfair pay offer from the company.

BA gets mobile

BRITISH Airways is the latest carrier to offer mobile boarding passes for iPhone users from next week, initially on routes between London Heathrow and Edinburgh.

BA is planning to then phase the mobile boarding passes across its domestic network before gradually rolling it out on int'l services in the future.

TCF termination

THE Travel Compensation Fund has this morning announced the non-voluntary termination of *Koralia Tours*, Strathfield NSW (ABN: 66 099 615 568) effective 15 Jul, as its licence was cancelled.

Gap tree planting

GAP Adventures is inviting the travel industry to join with them in next month's PlanetARK National Tree Day in Melbourne.

The adventure touring company will be out in full force at Linear Park, Holden Byrne Reserve, Fitzroy North Victoria on Sun 01 Aug, between 10am-1pm.

Industry personnel keen to show their support for the community tree-planting event need to RSVP at gapadventures.com/melbourne, or go to treeday.planetark.org.

Marc and the Masterchef

AS this year's Masterchef TV series approaches its climax, host Gary Mehigan yesterday was the guest of honour at a special celebrity luncheon at the Sydney Sofitel Wentworth.

The flagship Garden Court Restaurant event was 'back to the future' for Mehigan, whose culinary career has included a stint at the Melbourne Sofitel.

Mehigan will remain in Sydney over the weekend to host a series of master classes at the Sydney Good Food and Wine Festival which kicks off today.

The Masterchef host, who's proprietor of the world class Fenix and Maribyrnong Boathouse eateries in Melbourne, is pictured with Sofitel gm Marc Cherrier.



German €26 tax

THE German govt has draft a law to impose a new air travel tax on airlines from 01 Jan of up to €26pp (AU\$38) on long haul flights, as flagged by *Travel Daily* recently (*TD* 09 Jun).

The tax has been slammed by IATA's Giovanni Bisignani as a "cash grab by a cash-strapped gov't."

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Please forward your CV and covering letter to recruitment@globus.com.au with the position title in the subject line by Friday, 24 July 2010.

PLEASE NOTE: Applications will not be accepted via recruitment agencies before the closing date.

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COSMOS

MONOGRAMS

AVALON
WATERWAYS

Jetstar tightens ZQN fares



ABOVE: Jetstar celebrated the announcement of new twice weekly direct services between the Gold Coast and Melbourne to Queenstown (TD Wed), with the aid of some of the players from the JQ-backed Gold Coast Titans.

Held at the Q1 Observation Deck on the Gold Coast, the event included the likes of the Titan's star players Luke Bailey and Mark Minichiello (pictured above with JQ cabin crew) decked out in winter sports gear, hyped up for the New Zealand adventure sports capital.

"Queenstown continues to grow in popularity, with 30 percent more Aussie ski tourists visiting last year compared to 2008, according to NZSki. Looking forward, we believe that our new

flights will support more growth for the 2011 ski season at a growing Queenstown Airport," Bruce Buchanan, JQ ceo said.

He said Jetstar's new flights will be as much as 30% cheaper than its competitors on the routes.

Jetstar is looking to bundle up 'surf & ski' packages, combining the Gold Coast and Queenstown, and will promote the deals in Australia, NZ and South East-Asia.

Rex grabs top gong

REGIONAL Express has taken out the title of the world's Top Performing Regional Airline for the second year running by *Aviation Week and Space Technology*.

Qantas ranked 5th in the Legacy Carrier category and Virgin Blue was 15th in the Low Cost Carrier division in the *AWST* poll.

Lizard Island deal

THE Great Barrier Reef's Lizard Island is offering a 'Stay 5, Pay 4' deal for travel on 20 Dec, on sale to 31 Aug - see lizardisland.com.au.

Air NZ ups London

AIR New Zealand is bolstering frequencies from five weekly to daily between Auckland and London Heathrow (via Hong Kong) during the Christmas/New Year period, according to agent GDSs.

The daily service will operate between 19 Dec and 11 Jan.

Qantas shakes up Welcome Aboard

QANTAS has replaced the ageing face of its inflight entertainment program, *Welcome Aboard*, with a more youthful model/presenter and TV travel presenter.

Pia Miller and David Whitehill have taken over the reins of the Australian flag-carrier's inflight program from former Qantas Ambassador Deborah Hutton, who was stood down from the role earlier this year (TD 26 May).

The new hosts will present the latest lifestyle news, product innovations and special offers each month from Aug on all QF domestic and international flights.

Qantas has also signed artist Vanessa Jade to produce a theme song for its IFE, titled *My My*, and finance consultant Alan Kohler who will present *Talking Business*.

Guy Nobel will also host QF's symphony channel.

MEANWHILE, Qantas will also enable passengers onboard A380 flights to use its IFE from gate-to-gate this month, with the service also planned to be rolled out on other int'l and domestic flights.

AC to New Orleans

AIR Canada is expanding its transborder operations by rolling out a new service from Toronto non-stop to New Orleans.

The daily service will launch on 30 Oct and is Air Canada's eighth new route from Toronto into the US to begin in 2010.

Palazzo's new GDS

PALAZZO Versace on the Gold Coast has forged an alliance with Sabre Hospitality Solutions.

The pact will see the hotel alter its GDS code from LW to PZ effective 31 Jul, and allows agents access to more online tools and the best rates and availability.

HBA master plan OK

HOBART Airport has today been given the green light for its 20 year Master Plan (TD 03 Aug 09), which proposes increased check-in facilities, lounges, baggage hall capacity and a runway extension.

Custom Peregrine

PEREGRINE has launched a new Private Groups and Special Interest Tours brochure aimed at groups of six or more wishing to tailor-make their own itinerary.

The brochure provides sample travel themes, such as wine and food appreciation, photography, yoga or festivals, in more than 80 destinations around the world.

For more information visit peregrineadventures.com/groups.



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Requirements:

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Email resume to: sharen@mostravel.com.au
or for further info call Sharen on: 02 9932 4015

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...

For today's question, complete the sentence below:

Q5: I would like to visit Macau because...

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

CLICK HERE FOR TERMS & CONDITIONS

Macau Government Tourist Office

Venture to Bangkok

VENTURE Holidays has released a Stay 6, Pay 3 promotion at the Rembrandt hotel in Bangkok, that leads in at \$1,509ppts ex Adelaide including brekkie, airfares, taxes and airport transfers.

It's also priced from \$1,539 ex MEL and \$1559 ex SYD/BNE, and there's an upgrade to a deluxe room available for only \$45.

The deal is on sale until 24 Jul, for travel 19 Sep to 09 Oct.

AA rewards Temp

PAM Willbank (*below right*) was AA Appointments' Temp of the Month for Jun, rewarding her with a ticket to the NTIA last Sat and a gift certificate.

She'll also now go into the draw to win AA's national Temp of the Year prize.

Pam is pictured at the NTIA with Anita Nunnari, AA Appointment's Temps controller, Sydney.



CHC rugby tickets

RUGBY fanatics arriving into Christchurch Airport for next month's Bledisloe Cup will be able to purchase tickets at the airport following the installation of a new TicketDirect kiosk at the airport's Domestic Terminal.

The kiosk is expected to offer tickets to other Christchurch sport and concert events in the future.

Mantra's Whale deal

MANTRA Group has Whale Watching packages at its Mantra Hervey Bay, BreakFree Great Sandy Straits, and Peppers Pier Resort properties in Queensland, priced from \$224 per night.

A minimum of two nights is required, for travel 01 Aug to 31 Oct - www.mantragroup.com.au.

Swissotel in India

SWISSOTEL Hotels and Resorts has signed management contracts for two new India hotels, the Swissotel Gurgaon and the Swissotel Whitefield, Bangalore, both of which will open in 2013.

LH domestic 747s

LUFTHANSA is utilising some of the largest aircraft in its fleet on domestic routes during Sep, with the German carrier scheduling Boeing 747-400 jumbos on routes including Frankfurt to Munich, Hamburg and Berlin into GDSs.

The 747s are being used on select dates and flights from 06 Sep to 29 Sep.

First Class will not be available for reservations on these flights.

Monster closure

UK ONLINE agency Monster Travel yesterday ceased trading with bookings to now be handled by parent, Freedom Travel Group.

The Monster Travel website is however still active.

Hotels.com loyalty

ONLINE hotel booking website Hotels.com (a division of Orbitz) has introduced a new loyalty program offering users one free night for each 10 night stay.

Dubbed Welcome Rewards, the program allows customers to accumulate and redeem their stay at Hotels.com independent and chain hotels around the world.

Ski USA earlybirds

VALUE Tours has released earlybird deals for the USA snow season, with seven-night land only deals priced from \$738 ppts at Steamboat, Colorado in a two-bedroom condo, and including six or eight day lift tickets.

Other offers include 7-nights at Heavenly priced from \$827ppts and Aspen from \$854ppts.

Validity dates vary from 30 Sep to 01 Dec - valuetours.com.au.

Capital industry rate

THE Capital Hotel in London has released a travel industry offer for the month of Aug, priced at £125pn (AU\$219), plus 17.5% VAT.

For reservations call Sarah or Katherine on 03 9520 2353 or email sarah@thehotelconnection.com.au.

THAI Groups hit the road



ABOVE: THAI Melbourne Groups department dropped by some of its school education tour group specialist agents on Bastille Day this week to promote the increase of TG services to Paris.

Now flying 10 weekly services to Paris using Boeing 777-300ER aircraft, THAI says student groups can really enjoy the benefit of in-seat video in economy class.

Pictured above are agents from

Flight Centre Groups, *from left* are: Sally, Andrew, Nina, James, Marlene (THAI), Troy, Dean, Lisa and Vanessa.

Lapland cheaper

BENTOURS is offering a 20% discount on its five-day Christmas in Lapland tour, with prices now starting from \$2,218 per adult twin share and \$1,242 per child, for the 23 Dec itinerary.



Manager - Operations

AOT Holidays

(Brisbane based)

AOT Holidays is Australia's leading domestic wholesaler incorporating Sunlover Holidays, Travelpoint Holidays and New South Wales Holidays.

A fabulous opportunity has become available in our Brisbane Operations team for a dynamic, enthusiastic, sales driven professional wanting to be part of one of the most respected and award winning wholesalers in the travel industry.

Your main responsibilities will include:

- Lead and motivate an Award Winning team of professional travel consultants
- Develop and implement efficiencies and processes to continue to provide the best customer service to our retail partners.
- Become a member of the AOT Group Executive Management Team.

As the ideal applicant you will have:

- Over 5 years general management experience within the call centre, hospitality and travel industries
- Ability to inspire people to perform
- The experience to skill match people, processes and technology to increase efficiency without sacrificing customer focus
- Proficiency in change and performance management, with demonstrated ability to engage people in working towards a common business goal
- The ability to identify key strategic opportunities and industry trends
- Excellent presentation and public speaker skills
- Networking and relationship management experience
- Excellent written communication skills

The successful applicant will enjoy a competitive salary & a challenging career within the Travel Industry. To apply for this fantastic opportunity, email your covering letter and resume, quoting reference number 14/07 to careers@aotgroup.com.au

aot holidays

Applications will close COB
Tuesday 27th July 2010

More NTIA photos!

DUE to popular demand today we are publishing a final batch of photos from last Sat's industry night of nights, the National Travel Industry Awards at the Sydney Westin Hotel.

All the pics are now online and downloadable from our website www.traveldaily.com.au and print copies can be ordered at rosswillis.eventpix.com.au.



ABOVE: Melinda Gregor of Gregor & Lewis at Noosa Heads with Mark Pearman of Epping Travel in NSW.



LEFT: Rebecca Duthler of Australia Zoo Travel was the proud winner of the first ever Rookie of the Year - Agent award.

She's pictured with Fiona Ross of category sponsor Travelport.

RIGHT: Emma Brodie, Qantas manager national accounts, presented the award for Best Travel Agency Retail - Multi Location to Mary Gava and Paul Patane of Concierge Traveller.



LEFT: Gunns are blazing! Enjoying the AFTA party, Michael Gunn of Travelforce with Lauren Sekendek (left) and Rachel Pavia, both from Carlson Wagonlit Travel.

RIGHT: The inimitable Glenn Cusack of Sabre Pacific presented the award for Best Hotel/Resort - Australian Property Hayman Island, represented here by Fiona Cogar.



Sabre total pricing

SABRE in the USA will next month launch an 'Air Total Pricing' system for travel agents to see all the costs associated for airline tickets, including baggage fees and seat assignments.

"It will give much more clarity in the way that a traditional agent shops, in the ancillaries that are available," said Kyle Moore, Sabre vice president of marketing.

Better book quick

QANTAS Holidays is offering a guaranteed free room upgrade and late check out on hotels in Australia and New Zealand, for bookings made by COB today.

Hotel bookings on the 'Free Upgrade and Sleep in Sale' are priced from \$69, and is valid for travel until 30 Sep.

Eat under the stars

MT HUTT is offering a series of dinners 'under the stars', in the mountains of Huber Hutt for NZ\$80/adults and \$55/child, including transport from Methven to Mt Hutt - see www.nzski.com.

Turkish to Dulles

TURKISH Airlines is planning to add a third US destination, with the Istanbul-based carrier adding five weekly flights to Washington DC from 07 Nov, into agent GDSs.

Travelport Leisure

TRAVELPORT has announced travel agents in Australia will be one of the next 62 countries to have access to its web based Leisure portal (TD 11 Jun).

Travelport Leisure provides agents with access to inventory from HotelClub, Hostelworld.com, Kuoni Connect and others.

MEANWHILE, Travelport has signed a pact with Avis Budget Grp, giving Galileo and Worldspan connected agents access to its rates and services globally.

WIN A HOLIDAY TO VANUATU

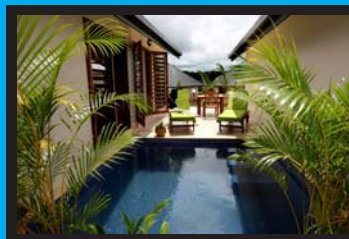


During July, *Travel Daily* subscribers can enter to win a fabulous Vanuatu holiday package for two, courtesy of Air Vanuatu, Mangoes Resort, The Havannah and White Grass Ocean Resort.

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 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.



Q12: Is Mangoes Resort (pictured left) a child-free property?

Hint! Visit www.mangoesresort.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





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

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

**** HOT JOB OF THE DAY ****

**** COME JOIN THE AA TEAM ****

TRAVEL RECRUITMENT CONSULTANT

SYDNEY CBD – SALARY PACKAGE \$75K ote + BONUSES

Looking for a fresh change but want to stay in the Travel industry? Then here's a great chance to use your expert knowledge, excellent customer service skills and sales ability in a brand new direction!

Due to expansion, a rare opportunity has arisen in our Sydney office to join the AA team. You will enjoy the variety and challenges this role can offer you. Working in a friendly established team, your day to day duties will involve client account management, business development including cold calling, as well as registering candidates and providing them with professional care and career advice.

Ideally you must come from a travel industry background with excellent sales and people skills! Given the current market, this position will only suit those individuals who have the confidence to develop new relationships and reap the rewards. **SO WHAT ARE YOU WAITING FOR? APPLY TODAY.**

VIP TRAVEL CONSULTANT – LUXURY TRAVEL

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Based in Sydney CBD, we are looking for an experienced travel contractor with sound SABRE knowledge, excellent international flight experience, and strong luxury travel product knowledge. As a VIP consultant, you will offer clients exceptional service; you will have the ability to adapt to our clients changing requirements and be able to work to deadlines and prioritize your workloads. This is a fast paced role – Min 3 years experience essential.

TALENTED RETAIL TRAVEL CONSULTANTS

MULTI-SKILLED AMADEUS AND TRAMADA TEMPI

BROOKVALE – TIP TOP HOURLY RATE + SUPER

Our client: specializes in providing ski holidays to Thredbo, Perisher & Jindabyne. They're looking for an experienced retail travel consultant to work in their Brookvale office starting ASAP. You will be a highly motivated, bright, bubbly candidate willing & eager to join this ski specialist team for the ski season. You must have great communication skills & exceptional customer service plus strong attention to detail.

GOT A THING FOR NUMBERS

ACCOUNTS TEAM SUPERVISOR

MELBOURNE (CITY) – SALARY PACKAGE TO \$75k

This large accounts team is expanding and has created a role for an accounts supervisor. Overseeing the team you will be responsible for ensuring clearance of balance reports, ACM /ADM clearance and following up with Debtors. You will have a high level understanding of the ticketing functionalities with regards to processing of refunds, providing support to staff and rectifying issues. A key role for a talented Accounts supervisor.

DOMESTIC BLITZ

DOMESTIC CORPORATE TRAVEL CONSULTANT

PERTH (INNER) – SALARY PACKAGE TO \$50K

Having been in operation over 30 years, this agency has one of the best reputations in Perth and they are now looking for a senior domestic corporate consultant with the skills, personality and dedication to ensure that reputation is upheld. This small office has a sensational staff retention rate and a Manager that is extremely approachable and friendly. They also offer a fabulous salary package!!

CHOICES GALORE!

DOMESTIC WHOLESALE, RAIL & CRUISE WHOLESALE

BRISBANE CBD – SALARY PACKAGE TO \$50K OTE

Does cruising rock your boat or is domestic travel your thing? Why not put your strong travel consulting skills to good use with this fun and innovative company. Specialising in domestic, rail or cruise travel you will enjoy selling wholesale travel and escaping face to face consulting. This role will open the door to many exciting opportunities including career progression, free trips and an unbeatable salary package. Don't delay, call us today for a confidential chat.

START TO EARN WHAT YOU ARE WORTH!

RETAIL CONSULTANTS - BRISBANE

NORTHERN, EASTERN & SOUTHERN SUBURBS \$55K OTE

Are you sick of working towards unachievable targets? Feel your hard work and efforts are going unrewarded? Working for this market leader you'll be rewarded for your hard work and sales with fantastic \$\$\$. There will never be a dull day with the excitement of selling exotic destinations and RTW trips. Not only will you be earning what you are worth but have access to top industry training, opportunity for progression, free holidays + more. Min 6 mths international exp required.



Virgin Blue Rocks the Rock! Win a Red Centre Getaway!!!

**The Centre is Red
Virgin is Blue
And now DJ fly
Direct to Uluru!**

Flights start on
3 August from just
\$199* one way

To celebrate the launch on August 3 of Virgin Blue flights to the heart of the Outback, Territory Discoveries, together with Virgin Blue, Voyages Ayers Rock Resort and Tourism NT offer you the chance to wing your way to Uluru!

Every Virgin Blue+Voyages holiday sold between June 30 and July 23 goes into the draw to win one of 4 amazing prizes. The Top Seller wins a holiday for 2 people to Uluru, including flights, accommodation and \$1000 of touring, courtesy of Virgin Blue, Voyages Ayers Rock Resort, Territory Discoveries and Tourism NT. 3 lucky runners-up will also walk away with some fantastic prizes!



Virgin Blue Rocks the Rock! 3 days from \$524* per person twin share

The Voyages Sounds of Silence Escape Package allows you to have the experience of a lifetime, complete with 2 nights at Ayers Rock and the must do Sounds of Silence dinner.

INCLUDES: Voyages Sounds of Silence Escape Package - Includes 2 nights 3.5 star accommodation at Voyages Lost Camel, Sounds of Silence Dinner & return seat in coach airport transfers

BOOKING CODE: TDC0VV1

Ask the NT Experts at Territory Discoveries about accommodation upgrades & extended stays.

*Price per person twin share, inclusive of GST, in Australian Dollars and is Land Only. Prices are subject to change without notice and limited availability. Valid for sale until 23Jul10. Valid for travel 03Aug10-31Jan11. Uluru, Kata Tjuta Park Fee of \$25 per person has been included in the advertised package price, however this is payable direct. Return Virgin Blue Airfare Sydney to Ayers Rock is based upon a wholesale blue saver fare, travelling in economy class, inclusive of all taxes & one piece of hand luggage up to 7kg. Checked baggage up to 20kg is at an additional cost.

ADD ON'S

Prices per person

Return economy flights from Sydney to Uluru with Virgin Blue	\$398*
Kings Canyon Day Tour Flight	\$570*
15 minute scenic Ayers Rock Helicopter Flight	\$144*
Camel to Sunset Tour	\$99*
Uluru Base Tour & Sunset Drinks	\$110*
Uluru Aussie BBQ Dinner	\$98*
Dot Painting Workshop	\$87*

Wildlife, wilderness, outback skies, Aboriginal art & culture. We know what goes with the Territory.

Agent Reservations: 13 67 83 | Book online www.calypsonet.com.au



Katherine



Uluru / Ayers Rock



Kakadu

Incentive Conditions: Every agent booking of a complete Virgin Blue/Voyages package holiday booked through Territory Discoveries and paid in full between June 30 and July 23 will count as one entry into the draw. Winner of the Grand Prize will be awarded to the agent with the most sales of Virgin Blue/Voyages packages. In the event that more than one agent achieves the highest number of bookings, a winner will be drawn at random from those agents. Runners up will be drawn from all remaining agents. Any costs associated with the prize, travel to/from airport of departure, personal expenses, incidental charges and any FBT costs/charges are the responsibility of the winning agent(s). Prize will need to be taken by 31 March 2011 and is subject to availability and blackout dates.



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