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Travel Daily AU

First with the news

Mon 22 Mar 10 Page 1

EDITORS: Bruce Piper and Guy Dundas
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Qantas cuts JFK capacity

QANTAS has made the first move in reducing capacity on the hotly contested Pacific route, dropping its current daily 747-400 flights to New York and replacing them with a five days per week A330 service.

The move will also see First Class and Premium Economy dropped from the QF New York flights, with the two-class A330-200 operating as a continuation of QF's flights to Los Angeles from Auckland.

Effective 05 Jul the A330-200 will operate on the Sydney-Auckland route, with Auckland-Los Angeles returning to a daily flight using the smaller plane.

Los Angeles-JFK moves from a daily four-class 747-400 flight to a 5 days per week A330-200 service.

Qantas said customers can still fly five days per week from Sydney to New York with Qantas, "and daily on codeshare flights with American Airlines".

The move comes shortly after Delta Air Lines reallocated its flight numbers to offer a single "one-stop direct same flight number service from New York to Sydney" from 01 Jun (*TD* 10 Mar).

Qantas said it would contact agents with affected passengers, with those booked in First Class offered reaccommodation in Business Class for the LAX-JFK and JFK-LAX sectors as well as a refund of the fare difference.

Premium Economy pax will similarly be offered seats in Economy Class.

Qantas is also changing its flights between Brisbane and Los Angeles, with QF16 to now operate on Wed and no longer on Mon.

The sixth continent

AIR TICKETS' 'Seven Wonders' promotion is now in its penultimate week, with agents offered the chance to win a trip for two to Buenos Aires by selling QF tickets between 22-28 Mar - see page nine for details.

Bumper issue today

Travel Daily today has seven pages of news photos, plus full pages from: (*click*)

- AA Appointments
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10 GOOD REASONS TO VISIT NEW CALEDONIA

8 Exciting Nightlife
Nouméa offers exceptional nightlife for a South Pacific destination.

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CLICK HERE FOR THE OTHER 9 REASONS

New QHols details

EFFECTIVE immediately, agents booking a Qantas Holidays or Viva! Holidays package will now need to provide their client's date of birth details and 'ticket by' times on Jetstar or Virgin Blue services.

DOB details are required for pax travelling to the USA (incl Hawaii) for air and land bookings at the time of reservation, following the introduction of the Secure Flight 'watchlist' by the United States Transport Security Agency.

It is also now mandatory to provide the DOB for any child under 12 at time of booking.

Agents making reservations with JQ or DJ via Flightlink will also notice a ticketing deadline date on invoices, shown in AEDT/AEST.

If payment for flights is not received by the 'Ticket By' date a PNR will be autocancelled, and it will be the agent's responsibility to rebook the Jetstar or Virgin Blue airfare components.

Travel2 in half the time

STELLA'S wholesale Travel2 brand has launched a new booking process which it claims will allow consultants to complete quotes or booking twice as fast as previously.

Dubbed 'Qik Book', the new streamlined process has been developed for "fly and flop destinations where customers want to stay the whole duration in one hotel with or without transfers," the wholesaler said.

Travel2 gm Rohan Moss told TD the system "has been exceptionally well received by our agents during the soft launch over the last two weeks, with very positive feedback and a great take-up rate."

He said the Travel2 fare display had also been enhanced to show fares in price order along with sales validity on tactical fares as well as class and flight number restrictions where applicable.

"Time is money and Travel2 is helping our agents be more time efficient," Moss said.

Qik Book has already been rolled out for Bali, Phuket, Fiji

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Details on last page

and Bangkok, with Vanuatu and Rarotonga to be added in the next two weeks.

Moss said that using Qik Book for an air and land holiday with transfers meant bookings could be completed in just ten clicks, down from 17 previously.

It's available under the "Package Bookings" option in Travel2's Calypso.net system.

New FC team

FLIGHT Centre has announced a new management structure for its Stage and Screen and Campus Travel brands, which will both now be headed up by Sue Garrett as general manager.

She'll be supported by Brad Jukes as national operations leader for both brands, while Catherine Rankin will oversee the national product and marketing functions for both Campus Travel and Stage and Screen.

IATA workshops

IATA has announced that it will expand its Travel Agent Workshops program to Melbourne, Brisbane, Perth, Adelaide and Hobart this year, after the success of the Sydney workshops in 2009.

The workshops aim to enhance agent knowledge and best practices on the Passenger Agency Program as well as Billing and Settlement Plan (BSP) operational procedures.

The first 2010 IATA workshop is scheduled for 13 May in Brisbane, with the full schedule and venues to be released shortly via BSPlink and on www.iata.org/australia.

Agents can register their interest in attending by emailing trainingsyd@iata.org.

Window Seat

HOTEL employees are miracle workers, and Britain's Premier Inn hotel chain has the evidence to prove it.

The company last week released a list of some of the most bizarre requests its staff had received from guests - including one asking where he could buy a rhinoceros as a birthday present for a friend.

Another guest asked a staff member to "propose to his girlfriend" for him after he got too nervous, while another strange request was when a guest asked a staffer to sit in his expensive Ferrari while he had dinner in the hotel restaurant "so it didn't get stolen".

"THIS is Britain, not Burma".

The rhetoric in the ongoing battle between British Airways management and cabin crew has stepped up a notch, with the Unite union comparing BA ceo Willie Walsh with the extremist rulers of Myanmar.

In a statement issued during last weekend's strike the union said BA's approach was "not just bad industrial relations, it's an offence against democracy."

ROUND-the-world fares weren't available on this flight - and even if they were, passengers didn't get much time to spend in each destination.

A Swiss-based private jet charter company has smashed the world record for a flight around the world by an aircraft in the 9000-12000kg class, coming in at 57 hours and 54 minutes - almost ten hours less than the previous mark.

Sonnig SA flew a 29-year-old Rockwell Sabre 65 on the flight, departing last Thu from Geneva.

The speed record was set despite the plane requiring ten refuelling stops, with the whirlwind journey calling in at Abu Dhabi, Colombo, Macau, Osaka, Petropavlovsk, Anchorage, Las Vegas, Montreal, Shannon and Marrakesh, before returning triumphantly to Switzerland.

The previous 67-hour record was set single-handedly by the late Steve Fossett.

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RENAULT EURODRIVE

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Best Business Class White Wine
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Hamilton's Reef Feast



ABOVE: Recently the *Great Barrier Feast Series* event was held on Hamilton Island across two of the Island's premier venues, Qualia and the new Hamilton Island Yacht Club.

The event is an annual fixture on the Island's calendar but this year there was a slight variation to the original food and wine event, with a series of three "Chef's Table" weekends.

The first weekend featured the internationally acclaimed chef, Tetsuya Wakuda, who produced an incredible menu for series one,

and was joined by James Haliday, the renowned wine critic for the series, and former Channel Ten *MasterChef* presenter Sarah Wilson emceed the function.

The next two series are to be held later in the year in Jul and Nov, where the finest food and wine will be showcased within a world class setting.

Pictured above from left: Sandy Oatley, Hamilton Island chairman; Bruce Buchanan, Jetstar chief executive officer and Glenn Bourke, Hamilton Island chief executive officer.

Travel Counsellors Expedia deal

EXPEDIA is today claiming a major coup, with the Travel Counsellors group joining its online Travel Agents Affiliate Program (TD 01 Mar).

Travel Counsellors gm Peter Watson said the scheme was a "good fit for our business."

"It gives us additional reach in terms of access to inventory and some great rates," he said.

All 125 Australian Travel Counsellors now have access to the program, and bookings are starting to flow, Expedia said.

Manager of the program, Stuart Udy, said that the Australian

launch had "far outreached Expedia's expectations" with sign-ups pouring in in the hours after *Travel Daily* announced the Australian launch.

"It's a little known fact that many agents have been making bookings over the internet to service their customers for some time but not being rewarded for it," he said.

"Expedia has the product, Expedia has the rates, acknowledges the agents' support and is happy to pay for that support," Udy added.

He said the uptake in New Zealand, where the program also launched this month (TD 09 Mar), has also exceeded expectations.


CX expands SIN

CATHAY Pacific will add a sixth daily flight between Hong Kong and Singapore, with the new service operating four times per week from 02 Jun and then moving to daily from 01 Aug.


The announcement follows last week's news that Jetstar Asia would also boost weekend flights between the cities in response to strong demand from the short breaks market (TD Thu).

BA strike update

BRITISH Airways says its contingency plans are continuing to work well during the cabin crew strike, with a full 777 longhaul program from the UK to more than 30 global destinations and the addition of more 747 flights "due to the numbers of crew reporting for work".



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WIN A LUXURY WEEKEND IN MANILA

One of the most technologically advanced aircraft to hit the skies now joins PAL's impressive fleet of wide-body aircraft. The Boeing 777-300ER is now servicing Sydney and Melbourne.

To celebrate the B777-300ER arrival and the launch of twice weekly flights from Brisbane to Manila, Philippine Airlines is giving six *Travel Daily* readers a chance to win a luxury weekend in Manila over the next two weeks.

Flying Mabuhay Business Class return on the B777-300ER to Manila and staying two nights at the Shangri-la Makati Hotel including daily breakfast, all transfers, dinners and a luxury spa treatment you will be pampered for the whole weekend!



To be one of the lucky six people to win this fabulous prize, all you need to do is answer the eight questions and send your photo caption entry in at the end of each week to: palcomp@traveldaily.com.au

Q6. How many flights per week does Philippine Airlines fly Brisbane to Manila?

CLICK HERE FOR TERMS & CONDITIONS



Philippine Airlines



ASTA ceo quits

THE American Society of Travel Agents is looking for a new head, after the sudden resignation of ceo William Maloney this month.

Maloney, who's been in charge of ASTA for the last 11 years, said his departure was due to a "disagreement about renewal terms" of his contract.

ASTA has undergone major restructuring in recent years, with the organisation suffering a series of annual losses, reducing staff and the size of its board.

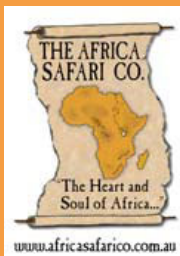
ANTOR seminar

THE Association of National Tourist Office Representatives in Australasia will hold the first of its 2010 industry seminars on Thu 25 Mar from 3-5pm.

Speakers will include Angela Smith from Roy Morgan Research, Peter Smith of Zuji and former IATA regional director Andrew Drysdale, with the event taking place at the Bowlers Club in York Street, Sydney.

The event will also include the ANTOR agm - <http://tr.im/SsB7>.

EXPAND INTO AFRICA



The Africa Safari Co is looking to fill a vacancy in Victoria for a sales representative. We want someone who has experience in the travel industry, wholesale experience would be a bonus.

The position can be full or part time dependant on the applicant. You will call on our industry partners providing training and guidance on the Africa Safari Co and its products.

You will also attend conferences, travel shows and product evenings. We won't forget about you either and ensure you get to visit Africa on some awesome educationals.

To be part of our fantastic tribe send your resume' to Susie Potter at enquiries@africasafarico.com.au
We offer a competitive salary and industry benefits.

AA emergency

AN AMERICAN Airlines 737 has made an emergency landing at Chicago O'Hare airport due to a "pressurisation problem".

There were 119 people on board the plane, with no injuries reported due to the incident.



ABOVE: Trafalgar's Queensland sales managers saw these lucky travel agents off at the airport recently as they departed on an eight-day European Dream Famil, organised by Trafalgar and Travelscene.

Pictured from left back row: Cheryl Cooper, Specialty Travel; Charmaine James, Travelscene; Leanne Thomsen, Travelscene Maryborough, Kylie Ann MacFarlane, The Travel Studio;

Carol Gebert, MTA; and Elaine Hoyce Dobra, Regcliffe Travel.

Front row: Clare Sweeney, Trafalgar; Kim Tomlinson, Travelscene and Jane Hughes, Trafalgar.

Three nights in HKG

CATHAY Pacific Holidays has a three night package, including flights, to The Peninsula Hong Kong priced from \$1,929ppts.

The deal includes brekkie, taxes and a half-day sightseeing tour, and is available from 09 May-24 Jun and 16 Jul-30 Aug.



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- A positive, fun attitude and the ability to inspire this in others

To apply for this role, please email your expression of interest, including your CV, to: Amy Nelson-Strom, National Sales Manager
amy@covermore.com.au

business development manager QLD

The successful candidate will possess:

- A proven track record in a sales environment, preferably in the travel industry
- Motivation to achieve both individual and team sales targets and objectives
- Effective negotiation skills
- Strong communication skills
- A passion to build relationships within the industry
- Very importantly - a positive and fun attitude

To apply for this role, please email your expression of interest, including your CV, to: Tamba Lebbie, State Sales Manager QLD
tambal@covermore.com.au

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Alaska tax cut back

ALASKA'S Governor Sean Parnell is hopeful of luring cruise lines back to the US state by reducing its controversial cruise passenger tax by 25%.

Some of the world's biggest cruise brands, including Princess, Royal Caribbean, Holland America Line and Norwegian Cruise Line have scaled back their Alaskan itineraries in the past two seasons, due in most part, to the high levy.

If granted approval by the Alaska legislature, the US\$46 per head surcharge will be rolled back to US\$36.50.

Cruiseabout growth

FLIGHT Centre intends to ride the cruising wave, this morning announcing that it intends to open at least 10 more of its Cruiseabout stores over the next financial year.

Brand leader Joell Ogilvie said the locations were yet to be confirmed, but would include new shopfronts in Sydney, Perth, Canberra, Adelaide and Melbourne as well as south east Queensland.

The move will "significantly expand our retail footprint across Australia," he said.

LAN to Galapagos

LAN Ecuador has announced it will commence a regular service between Quito and Guayaquil to the Galapagos Islands from Sep.

LAN Ecuador will operate the route using an Airbus A320 jet.

MEANWHILE, LAN Airlines's sales senior manager Australia & NZ, Karl Hecht has been appointed as sales director, West Coast USA, effective Apr 2010.

Hecht will be responsible for passenger sales and strategy on LAN flights from Los Angeles to Santiago, Chile, Lima, Peru on points beyond South America and will based in the US.

A replacement for Hecht's role in Aus/NZ will be named soon.

FURTHERMORE, Scenic Tours is offering a partner fly free deal on its 2011/2012 29-day Galapagos Cruise and Icons of South America itinerary.

The tour combines a South American trip with a three or four night sailing aboard *MV Galapagos Legend*, staying in a Junior Suite.

Prices lead in at \$18,180 ex SYD/MEL/BNE for the first person and \$16,190 for the second pax.

For info phone 1300 723 642.

Bomb on board IT

A "LOW intensity explosive" has been found in the cargo hold of a Kingfisher Airlines flight which flew from Bangalore to India's Thiruvananthapuram airport.

The *Times of India* reports that the cricket ball sized bomb was found on Flight IT4731 on Sun, wrapped in newspaper.

Pre-World Cup tournament



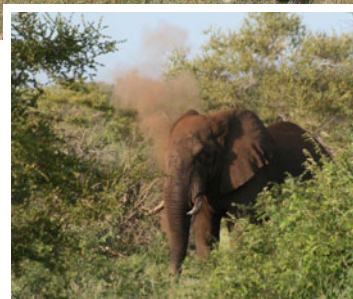
THE Africa Safari Co. recently hosted an educational for a lucky bunch of Jetset Travelworld Group agents to South Africa.

The group were captured below bringing soccer to the hosts of the 2010 FIFA World Cup, in a "Wild" setting on the Leopard Hills Private Game Reserve in the Sabi Sands bordering the Kruger NP.

The match was complete with all creatures great and small, with linesmen carrying rifles instead of flags, and for support was a lone bull elephant (right) doing his own version of the Mexican wave.

Money was raised by the players of the game and donated to one of the orphanages that Leopard Hills supports.

Pictured above are both teams who had gathered on the field



with the Golden Cup, presented to the agents as the winning team despite the one all score.

The agents include Kate Driver, Travelworld Naracoorte; Shonel O'Byrne, Jetset Busselton; Sarah Savage, Travelworld Allendale Sq; Daniel Bromley, Jetset Woodvale; Cherly Moore, Jetset Marion St; Penny Furseman, Penny Furseman Travel; Wayne Hamilton, The Africa Safari Co; Kate Bevan



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Rome	from \$1,813*
Prague (new)	from \$1,818*
Amsterdam (new)	from \$1,833*
Athens	from \$1,852*
Paris	from \$1,855*
London	from \$1,919*

More destinations available. Sale ends 20th April. Mixed Class airfares to Europe are also on sale from \$5,796.[^]

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Travel Daily

First with the news

Mon 22 Mar 10 **Page 6**

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E-mail: info@traveldaily.com.au

Future Leaders in Darwin

ABOVE: AAT Kings and Cover-More Travel Insurance recently hosted the Flight Centre United Future Team Leaders conference in Darwin, part of which included a cruise aboard the *Tumlaren* - hosted by Tourism Top End.

Pictured *from left*, back row, are: Teagan Wallace, FC Forest Hill; Brooke Jagoe, FC Pakenham; Tara Boyles, FC Endeavour Hills; Rebecca McKenzie, area leader; Tahnee Inverno, FC Stud Park;

Fiona Rebecchi, FC Fountain Gate; Tristan Lavery, FC Croydon; Amy Jennings, FC Eastland; Fleur Conley, ET Eastland; Michelle James, FC Knox; Hailey Wright, Escape Travel Knox and Jacki Soall, AAT Kings.

Front row: David Buxton, Escape Travel Forest Hill; Felicity La Terra, Cover-More Insurance; Jenn Szabo, FC Chirnside Park; and Samantha Robinson, area leader.



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Marketing & Communications Opportunities, Tourism NT

The primary role of our marketing area is to increase demand of the NT as a global travel destination and work with partners to convert interest into visitation. Tourism NT has recently restructured the Marketing and Communications Division to provide a more holistic global marketing focus and leverage the opportunities provided through digital platforms. As a result has three exciting opportunities within the team, all three positions report to the Director, Global Distribution.

Manager, Industry & Trade Marketing

Permanent – Salary \$79,166 pa

This management position is based in Darwin and is responsible for developing marketing and communications programs to engage NT tourism stakeholders in Tourism NT marketing activity. The successful candidate will be a marketing and communications professional and have experience in developing Business-to-Business marketing programs in support of consumer lead brand campaigns.

Manager, Trade Engagement

Permanent – Salary \$85,139 pa

This Sydney based position will, through education and relationship building be responsible for motivating the tourism distribution network to sell the NT as a destination offering world class nature and culture experiences. The successful candidate will have a strong understanding of global tourism distribution channels and will work closely with the Manager, Industry & Trade Marketing to drive the implementation of a Trade Engagement Strategy ensuring all partner activity aligns to and enhances Tourism NT marketing activity.

Manager, e-Enablement

Temporary six month position – Salary \$79,166 pa

This position, based in Darwin, will be responsible for driving Tourism NT's e-Enablement strategy that aims to increase NT tourism stakeholder's online and digital capacity to take advantage of the advancement of online distribution and digital media. The successful candidate will have a sound knowledge of online distribution channels within the tourism industry and a rounded technical knowledge of the online environment in relation to web site design and maintenance.

Applications close Tuesday 6th April 2010

For a detailed job description and further information please visit tourismnt.com or contact HR on 08 8951 8495.

Relais & Chat app.

BOUTIQUE hotelier Relais & Chateaux has launched a brand new iPhone application to make it easier for guests to book remotely.

The free app. lets guests find the geolocation of any hotel in its portfolio across France, Europe, Middle East, USA, Africa, etc, view images and check availability - see relaischateaux.com/appstore.

Kimberley Apr deals

APT is offering discounts of between \$190 to \$720 per couple on a selection of its Kimberley Wilderness Adventures departing between Jul-Oct 2010, when booked by 15 Apr.

Itineraries that are on sale incl the 15-day Top End and Kimberley Discovery; eight-day El Questro, Gorges and Purnululu and five-day Broome to the Bungle Bungle Ranges trips.

There's also some deals on the Kimberley Complete tour for dates between Apr-Oct - for bookings phone 1300 278 278.

SQ/MI India c'share

SINGAPORE Airlines has begun placing its airline code on flights operated by Silk Air (MI) between Singapore-Bangalore and Chennai.

Four Seasons roles

THE Four Seasons Hotel Sydney has appointed Beverley Parker as director of marketing and Carl Sladen as director of sales.

Parker was previously director of marketing and sales at the Sydney Convention & Exhibition Centre, while Sladen was formerly in a marketing role at the Four Seasons Chinzan-So, Tokyo.

Trailfinders GDS

TRAVELPORT and Trailfinders have signed a new multi-year agreement which will see the agent use Galileo as its preferred GDS platform.

Trailfinders has office locations in the UK, Ireland and Australia.

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TRAVEL SERVICES

Super Incentive Program Manager (Sydney)

Stella Travel Services Group is a leading integrated travel network comprising Stella Travel Services Australia/New Zealand and Stella Travel Services UK. With operations in Australia, New Zealand, the United States, South Africa and the United Kingdom, Stella Travel Services operates a network of more than 2500 retail and corporate travel outlets, online travel platforms, airline representation and ticketing agencies and wholesale holiday packaging franchises.

We currently have an exciting opportunity available for a Super Incentive Program Manager to join our Travel Related Services Team and manage the channel partner loyalty programs across the Stella Travel Services Franchise and Member retail networks in Australia.

Your key focus is to run incentive strategies to drive preferred supplier sales through the networks to align with the business objectives. As part of this you will ensure incentive programs are managed effectively across the retail business and work with the various stakeholders to drive and motivate high performance.

To be successful in this role you will have experience in channel partner loyalty programs, strong analytical ability, attention to detail, the ability to work under pressure, and a highly developed understanding of retail travel industry and small business.

To apply for this role please send your CV to careers@stellatravel.com.au

Kirra name change

NEW Zealand specialist Kirra Tours has today announced that it's changing its name to Kirra Holidays, to reflect its "diversified range of holiday experiences to suit most travellers to New Zealand".



Win a luxury trip to Abu Dhabi

Abu Dhabi Tourism Authority is giving one Travel Daily reader and their guest the chance to visit and experience the rich culture and hospitality of this charming Arabian Gulf emirate.

Beautiful weather, pristine beaches, captivating oases, dramatic desert landscapes, vibrant city life and centuries-old culture and traditions come together in Abu Dhabi to create an experience like no other.

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For the month of March, simply answer our daily question correctly and this intriguing Arabian holiday for two could be yours.

Send your daily answers to trade@abudhabitourism.com.au.

The deadline for all answers is 12:00pm Thursday 1st April 2010.

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

Q-1. What is the name given to the tradition of elaborately painting ladies' hands and feet with a dark brown natural dye?



visitabudhabi.ae

Insight Tattoo space

INSIGHT Vacations says all of its Edinburgh Military Tattoo will run as 'Definite Departures' now after reaching their minimum numbers to operate.

The Military Tattoo has been incorporated into Insight's 9-day Best of Britain tour on 04 and 25 Aug, the 11-day Elegance of Great Britain trip on 05 and 19 Aug, and the 13-day Britain & Ireland Explorer tour on 08 and 24 Aug.

Free Sinalei meals

SAMOA'S Sinalei Reef Resort & Spa is providing guests staying at the resort for the first month after its 01 Apr reopening, free breakfast, lunch and dinner daily.

The promotion is available to combine with a 'Stay 4, Pay 2' deal that's currently on offer.

Sinalei will be applying the finishing touches to rebuilding work during Apr, which follows last years devastating cyclone.

I ♥ MY JOB

Corporate Consultants

TravelEdge is one of Australia's largest independent travel companies. We're bold and do things a little differently - that's why our people love it. We're looking for brilliant individuals to join us. Do you love the idea of never working on your birthday? How about fresh fruit all week and lollies on Fridays? If you have corporate travel experience, ideally Sabre and Tramad skills, and a passion for amazing customer service we want to hear from you!

Apply online now

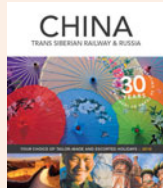


Brochures of the Week

WELCOME to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



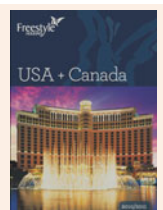
Australian Capital Tourism - Canberra 2010
ACT has released their Autumn brochure for Canberra. The area has lots to offer with the *Masterpieces from Paris* featuring Van Gogh, Gauguin and Cezanne pieces. Learn how water was made at the National Museum of Australia's Water H2O=Life or visit the Australian War Memorial's Of Love and War. For a copy of the brochure visit www.visitcanberra.com.au.



Adventure World - China and Russia 2010
Adventure World has combined its 2010 programs for China, Russia and the Trans-Siberian region in this new brochure which features an extensive range of new tours, rail itineraries, hotels and sightseeing options. As well as rail options in Siberia and Mongolia, there are also new short-stay Essential and Uncovered packages in the major destinations of China and Russia. Call 1300 295 049.



Wildlife Safari - Africa 2010
This exciting new brochure features a new layout with a selection of all-inclusive Signature Safaris. Wildlife Safari also features a selection of exotic extensions to the best spots in Africa - 1800 998 558.



Freestyle Holidays - USA and Canada 2010
The fresh new look brochure features 2.5 - 5 star hotels throughout the United States and Canada and provides detailed information on each city. New sightseeing tours are also included which offers unique and exclusive experiences in the USA and Canada. For more info phone 1300 799 197.



TRAVEL CORPORATION

CORPORATE TRAVEL CONSULTANT - MULTI SKILLED

Our next phase of our Perth expansion is happening right now and you could be a part of these exciting new times. We are looking for experienced multi skilled travel consultants who pride themselves on their fantastic customer service.

To be succesful in this role, you will have:

- Strong customer service skills
- Experience working as a travel consultant for min 2 year
- Knowledge of fares and ticketing including both domestic and international

In return, we will offer you a competitive base salary and attractive employee benefits.

You will actively contribute to the ongoing success of the organisation.

This will be your dream corporate role, if it sounds like you, no messing, apply now !!

Applications to Craig Webber , Manager WA

Voyager Travel Perth

craigw@voyagertravel.com.au

1300 528 067



READY TO TAKE ON A NEW CHALLENGE?

START SOMETHING FABULOUS

SALES & MARKETING MANAGER
SYDNEY – SALARY PACKAGE TO \$95K

Bring your Sales & Marketing and leadership experience to this new role and enjoy the success & growth of a fabulous company with beautiful product. You'll be leading a small team of Sales Execs and building relationships across all market sectors as well as Government Tourism bodies. This is an exciting opportunity for you to create a high profile role for yourself and leverage those strong industry relationships.

THE NATION'S CAPITAL AWAITS

CORPORATE SALES MANAGER
CANBERRA – SALARY PACKAGE OTE \$100K+

Here's a giant opportunity with an industry giant. If you can drive sales in the mid-market sector and have proven abilities in new business acquisition this opportunity is available NOW. You must be able to articulate your hunger, your process and your success in business development and be a professional, friendly individual who enjoys creating new relationships. An autonomous role for a go-getter.

CREATE THE BEST CUSTOMER SERVICE TEAM

CUSTOMER SERVICE MANAGER
MELBOURNE – SALARY PKG OTE \$90K

Managing a group of around 10 staff you will be responsible for ensuring daily KPIs are met with respect to call/email volume and customer satisfaction. You will be able to develop and grow the quality of the contact area so that the company becomes a market leader. As a strong leader you'll implement change and ensure staff is equipped with all necessary technologies and tools to deliver outstanding service.

FOR THE LOVE OF TRAVEL AND YOUR CAREER

NATIONAL SALES MANAGER
SYDNEY – SALARY PACKAGE TO \$85K

To fulfill your passion for travel and sales management, join a dynamic & growing travel wholesaler and a team who share your passion and crave your leadership! You will be leading & motivating a team of talented BDM's, managing key industry relationships, developing trade incentives and measuring the effectiveness of the sales & marketing strategy. This is a high profile role for a talented Sales Manager.

NURTURE & GROW THE BUSINESS

CORPORATE ACCOUNT MANAGER
PERTH – SALARY PACKAGE TO \$85K

Join a rapidly expanding corporate Agency and enjoy working with an amazing team, inspirational leaders and a company with a great reputation. You'll need to have experience in the Corporate Travel space ideally in an Account Management role, and have the proven skills to manage client relationships, analyse spend & make recommendations to improve clients' travel programs. Available now for immediate start.

CORPORATE SALES – HOT BRAND, HUGE REWARDS

CORPORATE BUSINESS DEVELOPMENT MANAGER
SYDNEY & PERTH – SALARY PACKAGE OTE \$100K+

Can you articulate your success and passion for sales and quantify your achievements in winning new business? If you're a talented, fearless, energetic and self-motivated BDM this world renowned agency will support you with leading products & services and a team of people that will ensure your success. Its easy selling with a great name behind you, and you'll be rewarded with a top salary & incentives.

GLORIOUS INTERNATIONAL PRODUCT

SALES EXECUTIVE x 2
SYDNEY – SALARY PACKAGE TO \$70K

This new Sales role is available for someone who has proven sales skills and broad travel industry knowledge & experience. You understand how to manage a territory and run a call pattern, and report accurately on your activities & results. The aim of your role is to increase sales, not drop brochures, so you'll be driven to achieving targets to earn great bonuses. Own vehicle and full drivers license essential.

SLIP INTO THE ON LINE SPACE

HOTEL ACCOUNT MANAGER
SYDNEY – SALARY PACKAGE OTE \$75K

This exciting role is available now for someone with sales, account management or contracting experience. You'll have experience in building partnerships across NSW (regional travel required) and negotiating with hotels to grow the business and increase revenue. If you're a flexible and reliable person who can work both autonomously and within a team this is your chance to join a growing international company.

CONTACT YOUR DEDICATED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
NATIONAL
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Kate Dalrymple
QLD & NT
Ph: 07 3229 9600

Kathryn Membery
VIC, SA, WA
Ph: 03 9670 2577

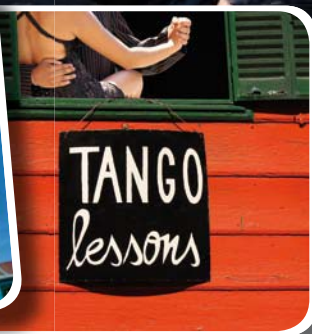
OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

FOR MORE GREAT EXECUTIVE VACANCIES VISIT www.aaappointments.com

7 WONDERS 7 CONTINENTS, 7 WEEKS

time to tango

Issue any **Qantas**
Airways tickets between
22 and 28 March 2010
for your chance to step back
to the magic and seduction
of Tango in Buenos Aires
for you and a friend!



The Week 6 prize is for 2 return Premium Economy class airfares (including taxes) from the winner's closest international airport to Buenos Aires flying Qantas, 4 nights accommodation in a twin/double room at La Mansion Dandi Royal Hotel, private Tango classes for 2, 1 group Tango class, return private airport transfers with bilingual guide. All travel to be completed 30 November 2010. Winners and their companions must travel together on all prize flights.



Terms and Conditions

Valid for any Qantas Sales ticketed via Air Tickets or via SmartTickets Online between 15 February and 04 April 2010 for departures on Qantas on or before 30 June 2010. The prize winners will come from the agencies which have the greatest growth each week during the promotion period of 15 February to 04 April 2010 and have issued a minimum of \$8,000 in net ticketed sales on Qantas via Air Tickets or SmartTickets Online. A minimum of 10% growth in Qantas sales versus the same period last year is required. One prize winner will be selected across the Stella Group each week and will win that week's 7 WONDERS prize. Winners will be notified at the conclusion of the promotion. The prizes must be utilised by an international travel consultant (and their partner of choice) employed full-time by the winning travel agencies. Prizes are non refundable, and cannot be exchanged for cash. All travel is subject to embargoes and availability. Travel Insurance, Visas and any FBT implications are the responsibility of the winning consultant. Stella Travel Services and Qantas Airways reserve the right to withdraw or change the conditions of the promotion at any time.



www.afkl.biz

A new website for travel consultants
to help you sell Air France and KLM

 **Go there now**



Register for a chance
to go to Europe!

Grand Prize (value \$5,000)

Give the best suggestion to improve the website and win two confirmed tickets to Europe (taxes included).*

Plus... we'll treat you
to a movie!

Blockbuster Movie Nights

Join us for one of the free movie nights for travel consultants. We will be giving away \$1,250 worth of prizes at each screening.

RSVP at **afkl.biz**.

Sydney

Monday, 29 March

"The Last Station"

Perth

Wednesday, 31 March

"Crazy Heart"

Visit

www.afkl.biz
today and register!