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Travel Daily AU

First with the news

Tue 16 Nov 10

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EDITORS: Bruce Piper and Guy Dundas
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EY/DJ codeshare

VIRGIN Blue domestic flights across eastern Australia will carry Etihad's EY code from 18 Nov, as part of the proposed alliance between the carriers.

The EY code will be placed on flights from Brisbane to CNS, HTI, MKY, ROK, and TSV; from Melbourne to ADL, BNE, CNS, OOL, HBA, and LST; and from Sydney to ADL, AYQ, BNE, CNS, CBR, CFS, OOL, HTI, HVB, HBA, MEL, ROK, MCY, and TSV.

EY ceo James Hogan will visit Australia this week to promote the benefits of the DJ alliance.

Astrid's Austrian summit

ASTRID Mulholland-Licht, the head of the Austrian National Tourist Office in Australia and NZ, has this week launched a "new generation of platforms" for preferred travel agents, which is likely to be adopted by the organisation across its key international markets.

The inaugural 'Austria. Destination Summit' kicked off in Vienna overnight, with a group of 20 top agents from Australia (plus another 40 from North America) in attendance to build on the already established Austrian Tourism Academy.

Mulholland-Licht told TD her 'brain-child' was born 18 months ago as a way of providing Austria with its own model to focus on strategic markets, as an adjunct to the Austrian and Central European Business (actb) fair held every two years.

Seven of the nine regions within Austria are being represented on

the 'Destination' day of the show.

The new regional specific campaign was shown off to German speaking trade media by ANTO chief Petra Stolba during the showcase overnight.

Mulholland-Licht said feedback so far was "excellent" from both agents and suppliers.

ANTO groups Australia and North America as 1 of 10 regional markets, and tactical synergies should enable the concept to be used to market Austria to other regions such as Benelux and Southern Europe - more on p3.

S7 fare updates

ONEWORLD Explorer Fares have been expanded to cover a range of additional eastern European destinations, following the official accession of Russia's S7 Airlines to the alliance yesterday.

Fares to and from Armenia, Azerbaijan, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Tajikistan, Turkmenistan, and Uzbekistan have now been added.

So much news!

Travel Daily today has seven pages of news and photos, a special Oprah first full page, plus full pages from:

- TMS Asia Pacific
- AA Appointments

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Holidays

qantasholidays.com.au/agents

MH ups Auckland

MALAYSIA Airlines will add a sixth weekly Kuala Lumpur-Auckland flight from 28 Mar 2011, with the carrier also planning to adjust schedules so that three of the flights depart Auckland late at night, and the other three depart early afternoon.

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Tue 16 Nov 10

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EDITORS: Bruce Piper and Guy Dundas
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OETG independent target

ORIENT Express Travel Group has set its sights firmly on the 1200 or so unaligned agents across Australia, with the planned launch of a new "brand support tag line" as part of its 2011 1Independence group offering.

OETG ceo Tom Manwaring said that while he acknowledged the success of travel agency franchising, "one size does not fit all" with some agents seeing "major brand franchise agreements as highly formulated, authoritarian, costly and carrying onerous penalties".

He said that the company's research had found that 70% of independent agents believe their own brand is well recognised in their area, while 54% do not want an overriding consumer brand in their shops.

"So we are targeting our model to suit this reality within this distribution niche," he said.

The 2011 1Independence offering will include the new slogan *An Independent Travel Expert... Talk to us!* which Manwaring said "does not dilute the agent's local identity".

He said it presents a call to action to High Street customers - as well as to independent agents to consider 1Independence.

"1Independence is offering

agents a flexible, transparent, low-cost and non-mandatory core support services with an annual membership of just \$500 which includes the Express Ticketing suite of products, Airlines, Wholesalers, Technology, Sabre GDS and operations support," Manwaring said.

Optional partnership services include marketing support, various Sabre add-ons including the new Sabre Red platform, training, conferences, product training and home-based consultant services.

"Today's market presents a great opportunity for independents to embrace this new model, which is designed to return power to the business doing the selling," he added.

A similar model has been successfully used by OETG's 300 Select Travel Group members which focus on the Asian travel market in Australia.

What's MU up to?

CHINA Eastern has reversed its plan to expand flights to Australia (TD 08 Nov), with GDS displays now reverting to the current frequencies of four flights to MEL and five to SYD from 01 Apr.

Earlier this month MU flagged increasing both routes to daily.



Window Seat

YOU really have to have some sympathy for Qantas, with every move the carrier makes pored over in extensive detail by the global Twitterati.

Yesterday when QF17 returned to Sydney shortly after departing for Buenos Aires (TD breaking news) it took just a few minutes for Twitter to once again be alive with speculation - not to mention Qantas jokes such as:

- *How come Qantas can dump fuel but when I do it in a creek I get 40 hours community service?*
- *Qantas: We still call Australia home, even though we dump fuel all over it when we have to return quickly; and of course*
- *I think Qantas should change their emblem to a boomerang - a boomerang dumping fuel.*

A US passenger rights group is urging travellers to join a National Opt Out of the Airport Scanners Day on 24 Nov.

The "pro-consumer grassroots effort We Won't Fly" says it's hoping to highlight the health and privacy dangers of x-ray airport scanners, with the day of action likely to create massive queues as passengers opt for a pat-down instead of the scan.

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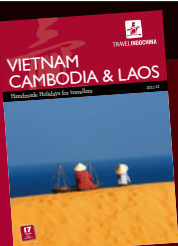
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Aussies among Austrians



ABOVE: The Austrian National Tourist Office yesterday kicked off its inaugural destination summit in Vienna, with 29 Austrian suppliers presenting their products to 60 Australian/North American travel agents (p1).

The summit is the next phase of the Austrian Tourism Academy's development, and gives preferred agents the chance to interact with the suppliers they are likely to deal with directly, and to build business ties and dialogue.

Australia/New Zealand director Astrid Mullholland-Licht told *TD* that ANTO's soon to launch online training tool will provide every agent with the information they require to confidently sell Austria.

The course features destination modules relevant to the Aussie market, and aims to make it easier for more local agents to become accredited Austria sellers.

Pictured in Vienna *from left* are: Karin Rosler, Tirol Toursit Board; Philip Wildburg, Kitzbuhel Tourist Office; Silvana Giuliani, Innsbruck TB; Iris Pichler, ANTO Sydney; William Coulston, Travelforce; Astrid Mullholland-Licht, ANTO Sydney; Karen Smith, Discovery Travel and Wilma Himmelfreund-Pointner, St Anton, Alberg Tourist Office.

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

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

EMIRATES is the official airline partner for the Australian contingent of travel agents attending the first Austria. Destination Summit, and offers daily flights from Brisbane, Melbourne, Perth and Sydney to Vienna, via Dubai.

Vienna is one of 25 European cities that Emirates flies into.

At present, Emirates operates 63 services per week to Dubai from Australia, with some of those flights operating from Melbourne, Brisbane and Sydney travelling via Bangkok, Singapore or Kuala Lumpur.

Among those services are daily Airbus A380 superjumbo services from Sydney to Dubai.

Emirates' 2011 Europe earlybird fares to Vienna for travel in Economy Class are priced from \$1732 ex PER, \$1757 ex BNE, \$1764 ex MEL and \$1783 ex SYD, available until 30 Nov 2010.

For more info on Emirates fares see www.emiratesagents.com/au.

High ANTO praise for Emirates

AUSTRALIAN director for the Austrian National Tourist Office, Astrid Mullholland-Licht has lauded airline partner Emirates for its partnership with the first ever Austria. Destination Summit.

Speaking to *TD* in Vienna yesterday, Mullholland-Licht made special note of the "incredible efforts" Emirates had provided to agents participating in the inaugural summit this week.

The local ANTO boss said EK had remained committed to providing seats to agents, despite a number of challenges in the lead up to the event, incl reduced capacity from Sydney (from thrice to twice daily), the departure of EK's local vp Stephen Pearse, and the

Qantas A380 groundings.

Mullholland-Licht said when Pearse left EK it would have been easy for the carrier to change its mind about providing confirmed space for the group, something that was shored up 18 months ago, "but to their credit, they have stood by ANTO for this inaugural event."

She particularly praised EK's NSW sales manager Tim Harrowell and his team for their support to ensure all 20 agents from NSW, Qld, Vic, SA and WA got a seat.

Having 'confirmed space' was a godsend, Mullholland-Licht said, as agents could have been bumped from their flights if disrupted QF pax decided to move to EK flights.



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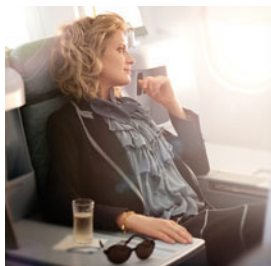
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AirAsia ups India

MALAYSIAN low cost carrier AirAsia is set to increase capacity to India, with the addition of an extra four flights on its Kuala Lumpur-Chennai route, boosting frequencies to 11 A320 flights per week from 21 Jan.

Amadeus profit up

TRAVEL technology firm Amadeus yesterday reported a 30% increase in net profit for the nine months to 30 Sep, on total revenue of €2.7 billion, up 12%. Revenue from Amadeus' Distribution division rose 10.2% to €1.5 billion with total booking numbers up 7.7% to 339 million, with the company claiming to have "maintained its global leadership position in market share of travel agency air bookings" during the period.

Fiji arrivals soar

TOURISM Fiji says it's well on track for a record-breaking year, with more than 21,000 Aussies visiting the country during Aug and bringing Fiji's Australian visitor total to over 178,000 for the year to date. That's a whopping 31% increase on the 2009 figures, while other markets have also shown strong growth giving a total of 398,000. NZ visitors rose 10% to 63,000 year to date, while there was also growth from the US (8%), the UK/Europe (2%), China (32%), India (34%) and Taiwan (31%).

Timeshare growth

THE timeshare industry has defied the odds during the global financial crisis, with a report issued yesterday by the Australian Timeshare Holiday Ownership Council (ATHOC) showing that between 2005 and 2009 sales of holiday ownerships in Australia rose 55% to \$205.4 million. There are more than 150,000 owner families in Australia, up 20% on 2005, and ATHOC said that the introduction of the "Do Not Call" anti-telemarketer laws had seen major players adopt new sales and marketing strategies. During 2009 occupancies were strong at 86%, with many owners also taking advantage of exchange opportunities to allow them to swap their timeshare access with properties in overseas destinations as well as cruises.



Money

WELCOME to *Money Talk*, TD's weekly feature on what the Australian dollar is doing.

\$1AUD = US98.2c

THERE'S been a recovery in confidence in the US\$ over the last week which has seen the Aussie slip below parity again. The Australian dollar has also dipped because of speculation about Chinese monetary policy which analysts say could affect commodity prices. However ongoing weakness in Europe - exacerbated by concerns about the Irish economy - is continuing to keep the Aussie \$ strong against the Euro and keeping outbound travel for Australians attractive. Airlines will also be carefully watching the oil price which is creeping close to US\$85/barrel.

Wholesale rates this morning:

US	\$0.982
UK	£0.611
NZ	\$1.26
Euro	€0.723
Japan	¥81.38
Thailand	฿33.97
China	¥6.44
South Africa	R6.73
Canada	\$0.985
Crude oil	US\$84.56

Trafalgar website

TRAFALGAR has launched a new 'At Leisure' microsite that will allow agents and clients to access info on dining, prices, accommodation and destinations under the innovative program. The travelatleisure.com.au website also offers a link to the new DVD of the program, various unique extras such as the exclusive Hidden Treasures and Local Specialties, sightseeing, the Be My Guest feature, brochure requests and much more.

Connoisseurs peek at Peru



ABOVE: Abercrombie & Kent recently hosted this group of top Connoisseur Club agents on an educational to Peru and Chile. The group took in the many sights and experiences of these unique destinations, with highlights including a visit to spectacular Machu Picchu - where they're pictured above from left: Jimmy, A&K Guide; Carlyne Evan, Low & James Travel Associates; Harold Valle, LAN; Graham Thams, Noller & Turner Travel Associates; Jenny Wiggins, Mary Rossi Travel; Kate Arrowsmith, A&K Australia; Angela Walker, American Express Centurion; Belinda Grist, Travel Specialists Mosman; Louise Crane, Travelcall; Carlos Gonzalez, A&K Peru; Ann-Marie Chapman, A&K Australia; and Catharine Thorburn, ETM Travel.



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Emirates signs US deal with JetBlue

EMIRATES is set to significantly expand its reach on the US east coast after announcing a new interline agreement with US low-cost carrier JetBlue Airways.

The pact will see the carriers offer seamless connections between their flights at New York's JFK International Airport.

The partnership will allow passengers to purchase joint Emirates-JetBlue itineraries via the GDS and online, with JetBlue flights connecting to EK's double daily JFK flights to Dubai and onwards across the Emirates global network.

The carriers said GDS fares for the combined network would be loaded in the next few days, as well as being available online at www.emirates.com.

Viator targets cruise

AUSSIE-founded tour and attraction specialist Viator.com has expanded its offerings to the cruise market with the introduction of 'Worry free Shore Excursions' in 40 popular port cities across the globe - aiming to offer an alternative to "ship-sponsored" tours.

The new additions are part of special Cruise Port Pages on the Viator website, which detail a range of useful information and suggestions about what to see while ships are in port.

See www.viator.com.

AFTA UPDATE

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



Just when you think things are starting to move in the right direction the travel industry hits another snag.

The latest events with the Carnival Splendor cruise ship malfunction has meant that more images are being beamed all over the TV with negative stories about travel.

In fact, I have been involved with more media interviews on TV and radio in the past week than I have in the previous two years doing this job. Lets hope that we are done with crisis events for the year and the holiday season ahead will be a good one for all.

There has been strong support around the industry for QF and SQ as they make arrangements to accommodate the problems with the A380 engines. The support has come from other airlines and more broadly the travel industry.

This is a great demonstration of how we must all stick together and keep the consumer interested and confident in travelling.

Yesterday, the Australian Government and Tourism Australia held the first Tourism Future Directions conference in Parliament House Canberra. I, along with a raft of tourism and travel people attended, and I have to say it was terrific to see how optimism can be converted into a pictorial and graphical presentation backed up with good stories.

The agenda included presentations from Geoff Dixon, now the Chairman of Tourism Australia, Tourism Minister Martin Ferguson, Andrew McEvoy, MD of Tourism Australia, and the Minister Assisting on Tourism Senator Nick Sherry.

At the conference Tourism Australia released the Tourism Industry Potential which provides a revenue forecast for the tourism industry.

This potential indicated that the tourism/travel industry is in for solid growth over the next decade. In fact, for the outbound industry figures of 10million outbound passengers were talked about by 2020.

This is great news for everyone in the travel industry because as the pie grows in size, the opportunities will present themselves for travel agents to play an important role in getting these 10million outbound trips booked.

What is of equal and possibly even more importance for the travel industry is that the Federal Government is talking about how the outbound travel industry is an integral part of the story for the Australian Tourism industry to achieve both the growth targets for inbound, but also the growth targets for outbound.

This is good news for the travel industry as it helps tell the story about why the outbound industry is an important part of the tourism industry mix.



Compass Cars sale

COMPASS Cars is offering discounted prices and free upgrades across its range of UK and Ireland rentals, when booked by the end of the month.

The Earlybird super sale is valid on all 2011 travel, with rates including one way fees, two drivers and a free hotel pickup - www.compasscarrental.com.au.

RJ adds Embraer

ONEWORLD member Royal Jordanian Airlines yesterday took delivery of its eighth Embraer 175 aircraft, which will be configured with 12 Crown Class and 60 economy class seats.

LAN Peru direct

LAN Airlines says its new direct flights between Santiago and Lima will significantly improve connections for Australian travellers wanting to get to Peru, with transit times of just 2 hours.

The new five times weekly 767 service will debut 02 Jan 2011.

FC adopts Gmail

FLIGHT Centre's 6000-plus staff will switch from Microsoft Outlook to Google's online Gmail system, according to a number of online reports today.

FC hasn't confirmed the move, but it's expected to be announced at a media briefing in Sydney later this week.



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MH launches B737-800

MALAYSIA Airlines launched its new 160 seat B737-800 aircraft with a flight of 160 guests and the MAS senior management team yesterday departing from the carrier's new hub at Kota Kinabalu.

The new plane is the first in the world to operate the new Boeing Sky interior offering "bigger stowage bins, higher ceiling, and larger windows",



said Tengku Dato' Sri Azmil Zahrudin, MH ceo.

MH will take delivery of three B737-800s this year and its first A330-300 next year.

Guests included Deputy Minister of Transport, Dato' Abdul Rahim Bakri; Department of Civil Aviation's Director-General, Dato' Azharuddin Abdul Rahman; and MAHB's Senior General Manager Ops, Dato' Azmi Murad.

The first commercial flight on the new 737 will operate between Kota Kinabalu and Tokyo Haneda, with Perth services direct to Kota Kinabalu scheduled to debut 18 Jan (TD 10 Sep).

WTP expands

NATIONAL TMC World Travel Professionals yesterday opened a new Brisbane headquarters office, with capacity for the operation to more than triple its current size.

MD Michael Chase-Smith said the company had experienced strong growth across all four of its offices in the last 18 months, despite the economic downturn.

"World Travel Professionals intends making a bigger impact in the corporate market in South East Queensland than ever before," he said, with the company continuing to invest in technology and expertise to meet expected demand.

WTP is a member of the Travelscene Corporate group.

Solo Explorations

ADVENTURE travel operator Explore Worldwide has added 70 new itineraries in 130 countries exclusively for solo travellers.

The move follows the separation of Explore's offerings for 2010-11 into 'Active' and 'Discovery' categories.

Robert Mackay, MD of Explore's local gsa Venture Holidays, said the increased emphasis on catering for solo travellers reflected the fact that over half of Explore customers travel alone.

New destinations for groups of solo travellers include Cuba, Egypt, India and Thailand, while several existing Explore Worldwide group tours such as the Amalfi Coast Walking, the Kilimanjaro-Lemosho Trek and the Marrakesh and the High Atlas itineraries will also now offer solo departures.

See exploreworldwide.com.au.

Webjet warns of twitchy market

ONLINE agency Webjet is set to launch a Hong Kong-based Asian operation this week, but isn't predicting profit growth for the six months to 31 Dec due to the travel market remaining "acutely bargain and sale sensitive".

In an ASX update the company warned that consumers facing interest rate rises and "major utility cost increases" may be dissuaded from repeating last year's very strong Nov and Dec booking patterns.

MD David Clarke said that Webjet's results to the end of Oct indicated a 15% profit increase compared to last year, with TTV up 20% on the same period in 09.

But while underlying demand appears to have improved, particularly in business travel, due to uncertainty about the next two months Webjet is continuing

Travelport Opinions

TRAVELPORT says that more than 35 agents in Australia and New Zealand have signed up to its free online networking tool, "Travelport Opinions", since its local rollout commenced recently.

Travelport Opinions aims to connect travel professionals so they can share their wealth of travel knowledge and experience, and is also available in France, the UK and South Africa.

It also offers hotel related info including more than 110,000 photos and 2,500 videos - sign up at travelportopinions.com/pr.

to predict that its results to 31 Dec will be similar to last year.

MEANWHILE Webjet also today confirmed that over the last six months it had undertaken an "extensive analysis of a particular European acquisition" but had decided not to proceed.

This resulted in costs of about \$250,000, and while it didn't go ahead Webjet was currently considering "a number of global growth alternative strategies".

Clarke said Webjet had continued to gain market share, including in New Zealand, while its fledgling US joint venture with former Virgin Blue executive Mathias Friess were also showing strong growth.

The last six months had also seen Webjet "substantially converted to a merchant of record" for bookings, Clarke said.



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DL 747 boost?

DELTA Air Lines is rumoured to be on the cusp of a major boost to its jumbo jet fleet, with aviation blogs speculating about DL leasing 10 extra 747-400s (formerly from JAL) to boost its existing 16-strong 747 fleet.

Navigator offers pax more

REGENT Seven Seas Cruises (RSSC) Australian representative company, Wiltrans International, says the cruise line has "received a huge response" following the recent passenger offerings added to its 'all-inclusive' cruise product.

RSSC baby of the fleet, the *Seven Seas Navigator* is currently visiting Sydney following its \$23m refurbishment last Dec.

During drydock, the 490-guest vessel had a Canyon Ranch SpaClub added, along with a New York style steakhouse called Prime 7, whilst the former Portofino's was redecorated and renamed La Veranda, and the décor for the main dining room, Compass Rose, was updated.

RSSC guests can enjoy any of these alternative open seating dining options at no extra cost.

The cruise line recently introduced an elegant casual dress code onboard, with formal evenings being optional.

RSSC 2011 Summer Collection features a host of voyages on *Seven Seas Navigator*, *Mariner* and *Voyager*, with Mediterranean itineraries available later in the year calling into ports including Jerusalem and Tel Aviv.

From 07 Jan 2011, guests booked on any *Navigator* voyage will be provided with overnight accommodation pre-cruise at their embarkation port, and for guests who may have alternative arrangements, a US\$300 credit will be added to their onboard account.

The same offer will apply to voyages onboard *Mariner* from 17 Apr and *Voyager* from 07 Jun.

"Our free unlimited shore excursions offering so much value, available to Regent Seven Seas Cruises guests in every port, is another important point of differentiation", said Wiltrans md Diane Patrick.

And reaffirming its passengers satisfaction, RSSC was recently voted the world's best cruise line in the 'large-ship' category in the 2010 *Conde Nast Traveler* US readers poll.

Seven Seas Navigator will depart Sydney this afternoon bound for Melbourne, continuing on its Asia-Pacific voyage.

Pictured below in *Navigator's* Compass Rose restaurant is Diane Patrick, with the RSSC 2011 Summer Collection brochure.



GROW A MO AND WIN A CRUISE



P&O Cruises World Cruising in conjunction with *Travel Daily* is supporting *Movember* this month and is urging the industry to take part in the charity event with great prizes to be won.

The competition coincides with a reunion of some of Australia's greatest cricketing legends, including Neil Harvey and Alan Davidson at *Movember* charity lunches onboard P&O Cruises UK's superliner Oriana in Sydney on November 4 and Brisbane on November 6.

Guys can take part as a Mo' Bro by grabbing some friends and girls can help out as a Mo' Sis (see the website for more details).

Here's what you need to do:

1. Register your details at <http://au.movember.com/>
2. Email your team name to pomocomp@traveldaily.com.au
3. Grow some impressive facial hair
4. Send in photos to feature on the *Travel Daily* website
5. Vote for your favourite mo
6. Win a fantastic 7 night Cruise on board P&O Cruises World Cruising's Arcadia ex Sydney to Fremantle; Cricketing memorabilia; cricket sets and gift packs

To kick-start this fabulous competition, the staff at Complete Cruise Solution have sent in their own fun mo photo (above) - however we are after the real thing - so get growing!

DID YOU KNOW?

Exclusively for adults, Artemis offers a very unique style of cruising. Everything is scaled down, creating an intimate feel on board. Perfect if you prefer a quieter holiday. Her size also means she can visit more unusual ports of call, making her a good choice for the well travelled

Click here for competition full terms and conditions



Agent embargo

QANTAS has extended its embargo on travel agent rebated travel through until 30 Nov, due to its ongoing focus on moving commercial passengers on routes affected by the A380 groundings.

Restrictions apply for travel between Australia and Europe, Singapore, Hong Kong, Bangkok, Tokyo, New York, Los Angeles and San Francisco.

Agents in mid journey are able to get home on a space available basis, and there are no embargoes in place for domestic or other international destinations.

SQ Oct pax dip

SINGAPORE Airlines passenger numbers during Oct were down 1.8% to 1.42m compared to the same period last year.

The carrier's capacity was up 1.4% leading to a 1.5 point drop in load factor to 79.6% - and the South West Pacific region saw a 3.4 point load factor drop to 83.2%.

The carrier said capacity was up due to additional frequencies to Houston (via Moscow), Hong Kong, Manchester (via Munich), Seoul and Delhi, as well as its All Business Class service to Los Angeles returning to daily in Oct.

Driveaway Peugeot

DRIVEAWAY Holidays is offering earlybird savings on its Peugeot Leasing product when travelling in 2011 and booked by 31 Mar.

Savings include seven free days on all models, 50% off European delivery/return fees, and a 3 day loyalty bonus for clients who have leased a Peugeot since 2005.

See driveawayholidays.com.au.



Kingfisher Bay Resort Group – Fraser Island

The Kingfisher Bay Resort Group on World Heritage listed Fraser Island is seeking a highly motivated and skilled Regional Sales Executive based in Brisbane.

The successful candidate will be responsible for developing business throughout regional Queensland and northern NSW for all the KBR Group accommodation and touring products.

Desirable Skills and Experience:

- Ability to sell across a range of target groups
- Excellent communication skills at all levels
- Excellent administration skills across a range of programs
- Current drivers licence
- Ability to travel

Please email your CV to: sales@kingfisherbay.com by 3 December 2010.

Please note only those applicants who are successful in obtaining an interview will be contacted.

Talent Wanted!

Exceptional opportunities in the travel industry.



Hot Jobs (Australia) - November 2010

Sydney - 02 9231 6444 - nsjobs@tmsap.com
Melbourne - 03 9602 1809 - vicjobs@tmsap.com
Brisbane - 07 3221 9916 - qldjobs@tmsap.com

Adelaide & Perth - 02 9231 6444 - sajobs@tmsap.com, wajobs@tmsap.com
Executive Positions - 02 9231 6444 - sally@tmsap.com

Temp or Contract Executive - [Alex and Sharon](mailto:AlexandSharon@tmsap.com)
[Sally Frape](mailto:Sally@tmsap.com)

JOB OF THE WEEK!

Business Development Executive- Sydney

- A genuine market leader
- Get on board and take your career to the next level!

This is a role responsible for generating sales for this highly acclaimed travel company. You will have the ability to establish and maintain relationships with customers across multiple channels and you will be responsible for identifying new customers. This position plays a key role in achieving annual revenue targets by generating sales leads, developing proposals and closing deals. If you have a background in business development in travel technology or corporate travel this is the role for you.

Contact **Stacy Balderston** at TMS T: **03 9602 1809**
E: stacy@tmsap.com or [apply online now!](#)



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Training Specialist - Melbourne

- Career progression
- Rare opportunity

Our client, a leader in the corporate travel industry is looking for an experienced Training Specialist. You will be responsible for the delivery of training to new starters, existing travel consultants and team leaders. To be considered for this role you must have a background in corporate travel as well as experience in training and course development. In return for your experience you will be rewarded with a great salary package, outstanding benefits and career development.

Contact Stacy Balderston T: **03 9602 1809** E: stacy@tmsap.com or [apply online now!](#)

Corporate Consultant - Brisbane

- Fun team environment
- Competitive salary +

This leading agency is looking for an experienced consultant who is looking to make the move into corporate travel. Working with this tight knit team you will be servicing small to medium sized businesses with their domestic & international travel requirements. Solid consulting experience & CRS knowledge is required. This role is to start immediately so do not hesitate in sending your resume through today!

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

After Hours Consultant - Sydney

- Award winning agency
- No longer feel like just a number

A fantastic opportunity exists for an experienced consultant to enjoy the best of both worlds working for this boutique agency assisting their valued clients with any out of hours requests. Working on a rotating roster of early evening, nights and weekend shifts you will enjoy greater flexibility and even have a week off between rosters. What could be better than spending time with your family and making the most of the approaching summer. To be considered for this role you will need solid corporate consulting experience, the ability to use minimum 2 CRS systems and enjoy working in an autonomous role.

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

Cruise Consultant - Sydney

- Sydney metro
- Great benefits

This leading cruising wholesaler is looking for a superstar to join their team who is passionate about cruising. Based in the inner city you will be assisting agents with their enquiries, offering information on the various cruise lines and making recommendations for pre and post travel. This is a great role for an experienced consultant who would like to move away from face to face selling but loves offering second to none customer service. To be considered you must have CRS knowledge and a passion for cruising!

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

Retail Travel Consultant - Perth

- No more face to face consulting
- Solid base + commission + super

This successful and well established online travel company is looking for experienced International travel consultants who can contribute to their growth. To be considered for the role you must have experience in Retail travel, knowledge of a GDS system, ability to work towards sales targets in a busy team environment and extraordinary customer service skills. This role in a fast paced call centre environment will earn you a solid retainer with unlimited earning potential.

Contact Anna Wachowiak T: **02 9231 6444** E: annaw@tmsap.com or [apply online now!](#)

International Corporate Travel Consultant - CBD

- Grow with this well known TMC
- Salary up to \$45K + super + benefits

If you have excellent customer service skills, a mature attitude and an excellent work ethic, this company will provide full training to see you succeed. The role will see you assist corporate clients with all their international bookings in a helpful and professional manner. You must have a minimum 2 years experience in Retail or Wholesale Travel and a qualification in travel. Positive attitude, team spirit and willingness to learn are also essential in this role.

Contact Anna Wachowiak T: **02 9231 6444** E: annaw@tmsap.com or [apply online now!](#)

Retail Travel Consultant - Start Your Career - CBD

- \$35k-\$40k plus super DOE
- Unique opportunity for a keen learner

We are looking for someone who has studied travel and would really appreciate an opportunity to learn and grow their travel consulting skills. This is a small, busy travel agents in the CBD with lots of repeat clientele.

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



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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

ATTENTION CALYPSO USERS!

SENIOR WHOLESALE RESERVATIONS AGENT

SYDNEY - SALARY PACKAGE TO \$45K + EDUCATIONALS

Would you like to work for one of Australia’s leading wholesale companies? This is a rare chance to join this amazing company; given they enjoy the industry’s highest retention rate. Based just outside the city with off street parking, they are looking for an experienced wholesale agent to join their team. Retail agents may also be considered. You will be rewarded with amazing famils and weekly cash incentives. Apply now and start a brand new role in the new year.

**STEER YOUR CAREER IN A NEW DIRECTION
HELP DESK EXECUTIVES X 2**

SYDNEY – SALARY PACKAGE TO \$55K + O/T

Are you currently a travel consultant and feeling bored with your role? Why not stay in the industry you love, but take your career in another direction? Our client a leading CRS company require two travel industry trained professionals to join their expert team based in the city. You will act as second level support to the customer service consultants, so a good technical mind is a must for this role. A great salary with endless career opportunities on offer.

BACK OFFICE AT its BEST!

**ACCOUNTS/PAYMENTS COORDINATOR
MELBOURNE– SALARY PACKAGE TO \$48K (OTE)**

Looking for that back office role that will see you performing admin duties such as processing customer payments? This is a role that will have no face to face contact & requires impeccable attention to detail & efficiency. As a team member of the accounts department, you will thoroughly enjoy the energy in the office & the potential career growth opportunities that you will have access to. Crosscheck skills highly regarded - Monday to Friday business hours only.

LET THE GOOD TIMES BEGIN!

**LEISURE CONSULTANTS X 12
PERTH – SALARY PACKAGE TO \$60K (OTE)**

Do you want a better work life balance, higher base wage, achievable sales targets, more educationals, or just career advancement opportunities? Well the good news is that not retail travel agencies are the same! Our specialist leisure travel clients actually provide their staff with great perks & enjoyable working environments. We have a variety of locations on offer, ready to employ dedicated travel consultants to join their fun teams. Apply TODAY!

A GOLDEN OPPORTUNITY

**INTERNATIONAL LEISURE CONSULTANT
GOLD COAST – \$45K + Commission**

Are you an international travel specialist? Looking to move up in the world and be paid what your worth? Want to combine your career with your lifestyle? Join this well established agency is based on the Gold Coast, where you will be part of a fun and supportive team, preparing dream itineraries and selling the ultimate travel experience to your clients. You will be paid a high base salary and have the opportunity to earn top \$\$ with uncapped commission! Min three years exp red – Call Now!

ARE YOU A FARES GURU?

**TICKETING CONSULTANTS
BRISBANE CBD – SALARY PACKAGE TO \$42K +**

Are you tired of face to face consulting? Do you have fabulous fares knowledge? Would you like to work behind the scenes? If you are an experienced travel consultant and would like to branch out and specialise; this role is perfect for you. You will be trained as an expert ticketing consultant, where you will enjoy working for an innovative company in the heart of the CBD. This is your chance to regain your Work / life balance - Apply Today!

**THIS IS YOUR LAST MONTH TO
REGISTER FOR YOUR CHANCE TO
WIN TWO P3 RESERVE FAN
PACKAGE TICKETS TO THE
U2 360 TOUR - SYDNEY 13 DEC 10
THE LUCKY WINNER WILL BE
ANNOUNCED IN THE TRADE PRESS ON
1 DEC 10
REGISTER TODAY.**

