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Travel Daily AU

First with the news

Thu 07 Oct 10

Page 1

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

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Major changes for QFFF

QANTAS has today unveiled a major revamp of its frequent flyer scheme, including a range of upgraded benefits for silver, gold and platinum members.

Effective this month, it will become easier to attain Silver Frequent Flyer status, with the required Status Credits reduced from 350 to 300 - and once there it will require 250 status credits (and at least four flights) to remain Silver each year.

From 04 May 2011 Silver members will receive preferential access to selected Qantas Classic Award points redemption seats - extending the benefit already on offer for Platinum and Gold.

Gold and Platinum frequent flyers receive access to the new Premium Security Lanes at selected domestic airports, and the premium members of the program also have larger baggage allowances - which are also set for a major shake-up (see page 2).

Thresholds for some Platinum member benefits will also change, with 2400 Status Credits required to achieve a choice of reward options.

These include complimentary Partner Gold membership for any family member or friend (currently available at 2100 credits); or three complimentary

QF Valet Parking or Chauffeured Transfer invitations; or a 50,000 frequent flyer point bonus.

Effective 01 Feb 2011 new restrictions will apply to Platinum members wanting to access QF lounges, with a requirement that members must be travelling on a QF, JQ or oneworld flight.

Silver, Gold, Platinum and Qantas Club members will, by early next year, receive new smart 'intelligent Q' membership cards with a chip to allow them to use the new QF electronic check-in systems (TD 29 Jul).

And, from 01 Feb next year, Qantas Club members will also no longer have access to priority check-in counters at domestic airports, although this will still be available for international flights.

The scheme revamp also includes increases to points and fees charged for a range of services including assisted award bookings, changes and transfers.

Another whopper!

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

- TMS Asia Pacific
- AA Appointments
- Voyages Hotels & Resorts
- Air New Zealand

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New Creative chief

PAUL McGrath was yesterday named as the new managing director of Creative Holidays (TD breaking news), and will move across from his current role at Trafalgar Tours effective 15 Nov.

Parent company of both brands, The Travel Corporation, said McGrath's successor at Trafalgar will be announced shortly.

He takes up the position vacated by Justin Montgomery three months ago, with Montgomery leaving Creative on 19 Jul to take up his new position as head of sales for Virgin Blue.

JTG holdings confirmed

THE new ceo of Jetset Travelworld, Peter Lacaze, has been confirmed as the holder of 11.6 million shares in the company, in an "initial director's interest" update released to the stock exchange yesterday.

Lacaze is one of forty senior executives who exchanged Stella shares for JTG shares (TD 30 Jul) as part of last week's merger between the companies.

As far as the rest of the board goes, Lacaze has by far the biggest shareholding in the firm, with three of the other five directors (Gareth Evans, Brett Johnson and Adrian MacKenzie) without any relevant interest in JTG.

Andrew Cummins from CVC Asia Pacific has 952,000 shares, while new independent director James Millar (TD 30 Sep) has 40,000 held in his superannuation fund.

DJ res all OK

VIRGIN Blue's reservations system was successfully reverted to its primary operating system yesterday as part of the "planned disruption" which saw online, kiosk and mobile phone check-in and bookings unavailable.

16 flights were cancelled (TD Mon) but by all reports the changeover was very smooth - in contrast to the chaos 11 days ago when the system first failed.

The shares are currently trading at 86c, meaning Lacaze's stake is worth a shade under \$10 million.

Lacaze, the other senior execs and major shareholders incl CVC, UBS, Spiros Alysandratos and Qantas have agreed not to trade their shares until 01 Jan 2012.

QF baggage revamp

QANTAS will introduce new piece and weight restrictions to its Australian domestic services for bookings made from 01 Dec and travel from 01 Jun 2011.

The changes will mean that most passengers will be restricted to just one checked bag, with a 23kg weight limit in economy and 32kg maximum for business class.

Qantas Club members will also have the one bag 32kg allowance regardless of travel class, while silver and gold frequent flyers will be able to check in a single 32kg bag in economy, or two 32kg bags when in business class.

Platinum frequent flyers will be able to check in 32kg bags regardless of travel class.

No single item of checked baggage may exceed 32kg, and the sum of each item's height, width and depth must be under 140cm.

Currently QF doesn't restrict the number of items, but has a 23kg weight limit for economy and 30kg limit for business class.



Window Seat

FOR sale - five vintage airliners, very low mileage.

Insolvent Iraqi Airlines has placed ads in the *Al Rai* paper in Jordan, seeking bids for five 707 and 727-200 aircraft which have been parked on the tarmac at Amman International Airport for the last 20 years.

According to *USA Today*, former Iraqi dictator Saddam Hussein ordered that the planes be flown to Jordan to protect them from attack after his 1990 invasion of Kuwait.

They've been there ever since, with an Iraq Transport Ministry spokesman saying: "These planes are very old and we want to get rid of their parking fees".

THE ski season has officially ended, but there is still some snow around - most notably in a Cairns schoolyard this week.

Trinity Anglican School in Far North Queensland was the winner of a national competition run by yoghurt maker Yoplait, with the grand prize being a "Snow Blasted School Yard".

15 tonnes of the white stuff was delivered to the school for a day of activities including a snow slide, snow ball fights and a 'blizzard machine' - all very exciting particularly for the 70% of students who had never seen snow before.

A TRAVELLER in Spain has met an untimely death after following directions from a GPS unit which led him to drive into a reservoir.

The 37-year-old was driving at night, with outdated maps on the sat-nav leading him along an old road which ended in the dam.

"In the dark they were unable to brake in time, with the car taking just a couple of minutes to sink," the Red Cross said.

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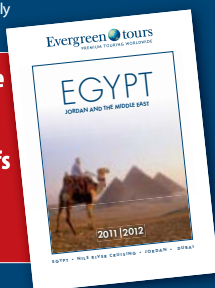
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Sydney welcomes the world



ABOVE: The eyes of the travel industry are firmly directed towards Sydney this week, with the hosting of the 71st Skål International World Congress.

More than 550 participants from 50 nations across the globe will be in attendance, including the Skål International Executive Committee who are pictured above *from left*: Enrique Quesada, Vice President; Lone Ricks, Director; Tony Boyle, Vice President; Yvonne Mansell, acting Secretary General; Nic Racic, President; Birger Backman, Past President and adviser; Karine

Coulanges, Director; Bent Hadler, International Skål Council President; Mok Singh, Director; and Marianne Krohn, Director.

President Nik Racic, who's director of the Croatian Convention and Incentive Bureau, paid tribute to the event's organisers including Skål Australia president Russell Butler from Avis; and Sydney club president Bob Lunn from Starwood Hotels & Resorts.

The World Congress will have its official opening ceremony tomorrow, with a series of events in the following days.

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For more on the Canadian Rockies & Glacier National Park, click here



Virgin scuttlebutt

THE internet blogosphere is alive with rumours about major changes afoot at Virgin Blue, including speculation that Singapore Airlines has agreed to the use of the Virgin name on international routes.

SQ has control of the brand through its 49% stake in Virgin Atlantic, but the rumours say that with permission from SIA, the rebranding of DJ will see all of the carrier's operations combined under either the Virgin Australia or Virgin Pacific brand.

Other revamps will include new uniforms for all customer facing staff to debut in Feb next year as well as fresh aircraft livery, according to the speculation.

The rumours also state that the carrier's new domestic A330 aircraft will be reconfigured with business, premium economy and economy seating, and that DJ will offer a similar fare structure to the new Air New Zealand options which range between "seat only" through to "works deluxe" - meaning those paying full fares will have full service provided.

It's also believed that economy pax on V Australia flights are now being offered free alcoholic beverages throughout the flight, rather than having to pay for drinks between meals.

Aussie dollar soars

THE Australian dollar has risen to fresh two year highs overnight, trading to more than US97c after negative US economic data.

The strength of the currency comes despite the Reserve Bank's decision to keep interest rates on hold earlier this week, which was tipped to see the A\$ fall.

The Australian dollar is also at unprecedented levels against the Euro, this morning trading at 69.5 Euro cents, while it's also very strong against the UK pound (£0.61) making outbound travel even more attractive.

The strength of the currency is fantastic news for the outbound industry, but makes Australia less affordable for inbound tourists.

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Transglobal Egypt

ORIENT Express Travel Group's wholesale brand, Transglobal Destinations, has this week released its latest Egypt brochure. The program consists of tour modules which can be combined to offer packages varying in length from four to 14 days.

Dollar's next move

FOLLOWING the demise of Dollar Thrifty Automotive Group's planned merger with Hertz (*TD Fri*), Dollar Thrifty has announced it is pursuing antitrust clearance with US regulators to be acquired by the Avis Budget Group.

In a joint statement, the car rental giants said the efforts to pursue antitrust clearance offered no certainty to a time line or outcome, or "if any agreement with respect to a transaction will be reached" at all.

TCF reinstatement

THE Travel Compensation Fund has readmitted the participation of the agent trading as *Aust-Sino Connection Pty Ltd* (ABN: 85 085 102 781) of Campsie NSW, effective 05 Oct 2010.

The agent was terminated from the fund a few months ago due to its failure to pay renewal fees on time (*TD 11 Aug*).

Urban Adventure

INTREPID Travel has introduced three new Urban Adventures city tours in Hobart as it gears up for the 2010/11 summer season.

Options include the 7.5hr Grand Hobart Walk, and the 4hr Hobart Morning Walk and a 2hr Hobart Kayak Tour.

Intrepid already offers its Urban Adventures in Brisbane, Perth and Melbourne, and is looking to relaunch a "new and improved" Sydney offering in the future.

GA Exec fare rise

GARUDA Indonesia is advising agents today to expect a "substantial" increase in its Executive class fares ex Sydney and Melbourne, effective for sale/ticketing/travel from 11 Oct

Value is key for RSSC



LAST night Regent Seven Seas Cruises (RSSC), in conjunction with Cruise Office, hosted Cruiseco and Virtuoso agents for a cocktail event at the Royal Sydney Yacht Club in Kirribilli to meet recently appointed RSSC vp - international sales, Christian Sierralta.

On his first visit to Sydney from Fort Lauderdale, Sierralta said RSSC has identified 'not taking away from the product' as the number one rule for what a luxury cruise passenger wants.

"We shouldn't be selling discounts, but should be selling value as passengers want more for their money", he explained.

RSSC fills its ships (*Seven Seas Mariner, Voyager and Navigator*) with a host of value offerings including free and unlimited shore excursions, beverages and alternative dining, "which agents can earn a healthy commission on", said Sierralta.

RSSC is the number one luxury cruise line in the US in terms of sales, yield and occupancy,

according to Sierralta.

In 2010, the cruise line has maintained a 91% load factor.

Whilst the RSSC product is "very special" in the US and Canada markets, Sierralta said he would like to earn more market share in Australia, which is currently the third largest market worldwide for the luxury cruise line.

"I feel internationally the brand needs a little more finesse.

"We offer Australians a good product including enough space, intimacy, exclusivity, suites and better hardware", Sierralta told *Travel Daily*.

RSSC *Seven Seas Voyager* will sail into Sydney on 23 Feb 2011 on its world cruise voyage, with limited suites still available on the 12-night Sydney-Bali sector from USD6,899 per person - see www.rssc.net.au for more info.

Pictured *above* is Mark Pearman, Epping Travel; Claudia Rossi Hudson, Mary Rossi Travel; Christian Sierralta, RSSC; Mary Gava, Concierge Traveller and David Bunn, Cruise Office.



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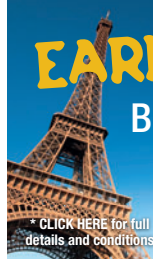
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Fire on the Bounty

BOUNTY Island in Fiji has unveiled a new cultural program that includes the Firewalkers of Beqa, natural herbal medicines, indigenous dances, wood carving and traditional weaving.

The Mamanuca Island resort is offering the program twice weekly (Wed and Sat) with transfers available from Vuda Marina or Denarau Marina with South Sea Cruises - see www.ssc.com.fj.

California giveaway

CALIFORNIA Tourism is offering \$60,000 worth of prizes at its roadshows which are being held this month, including Northern and Southern California trips valued at \$10,000 each.

The 'California Find Yourself Here Roadshow' events are being held in Melbourne (on 18 Oct), Sydney (19 Oct) and Brisbane (21 Oct), and give agents a chance to see, feel, touch and taste 'The Golden State' through cooking stations, wine & cheese sampling, and a tequila and taco bar.

Two trips to California will be given away at each function.

A B2B event will also be held in Sydney on 21 Oct - to RSVP for any of the events register at www.findyourselfhere.com.au.

Getaway tonight

TONIGHT'S episode of Channel Nine's dedicated travel program *Getaway* airing at 7:30pm features stories on:

- Noosa in Queensland
- Rome, Italy
- The Hamster hotel in France
- Mary MacKillop Place, Sydney
- Phillip Island for families
- Samudra Retreat, WA

There's also a segment on the French island of Reunion, which showcases the western and southern coastal towns of St Gilles and St Pierre, as well as the volcano, Piton de la Fournaise.

A special airfare with Air Austral will be promoted, priced from \$1,150 ex Sydney including taxes.

DL SkyMiles grows

DELTA Air Lines has expanded its preferred SkyMiles frequent flyer program, now allowing members to earn miles and attain savings when booking with Hertz, FedEx, 1-800-FLOWERS, the PGA Tour and PetCareRx.

Myroombid deals

ONLINE accommodation provider Myroombid.com has introduced a new 'Hot Deals' section on its website, which enables guests to register for alerts that notify them as to when hotels are willing to negotiate on rates.

Retreat Bali in Dec

W RETREAT and Spa Seminyak, Bali is scheduled to open its doors in Dec, offering 158 retreats and 79 Villa retreats.

Tauck stays connected



ABOVE: Travelscene American Express last month hosted a 'Stay Connected' event with Tauck Tours (represented by Travel the World in Australia) at the Stamford Plaza Hotel in Brisbane.

The event allowed members to bring along their clients as guests for a first-hand briefing and detailed information on Tauck's product range, from global sales

& incentive director, Angela Caes.

Pictured at the event from left are: Sharon Hando, sales mgr QLD, Tauck; Martine Hero, senior consultant Globenet Travel; Angela Caes and Louise Millmore, exec. director, Travel the World.

Japan/US air pact

THE US Department of Transportation has proposed to grant antitrust immunity to oneworld's American Airlines and Japan Airlines, and Star Alliance's United (which now includes Continental Airlines) and All Nippon Airways, for services between the the US and Japan.

The immunity is subject to the signing of an Open-Skies aviation pact, and if signed, will allow the carriers to increase frequencies and destinations serviced.

P&O Mare debut

P&O Cruises has added a new port of call in New Caledonia's Loyalty Islands, in time for its Pacific islands holiday program.

Pacific Jewel and *Pacific Pearl* will make five visits to Mare in the islands during the cruise season, with the first itinerary being a 10-night voyage departing 09 Apr, priced from \$1899pts.

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You will be assisting travel agents and guests with day to day escalated issues and email queries, communicating to our guests regarding deployment changes and handling special arrangements, coordinating customer service initiatives to our frequent cruising members, assisting our Reservations Department during peak periods and assisting our Customer Relations Department.

To be considered for this position, you must have a minimum of 12 months experience as a Reservation Consultant or Retail/Wholesale Travel Consultant, together with exceptional customer focus and commitment. Your work experience will demonstrate strong problem solving skills and abilities, including experience in resolving customer queries, challenging questions and complaints. Confident and practiced written and oral communications skills are therefore essential.

If you have the above skills and the drive to join our company, please send your application, including your resume, to recruitment@rcclapac.com



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Oneworld Atlantic pact kicks off

THE new joint business operated across the Atlantic ocean by oneworld partners British Airways, Iberia and American Airlines has officially commenced operation.

The CEOs of the three carriers met in London overnight to commemorate the new relationship, which they said "enables oneworld to compete far more effectively with other global alliances on routes between Europe and North America".

They also confirmed four new routes which will start from Apr next year as "an early benefit of the new joint business": New York JFK-Budapest and Chicago-Helsinki, to be operated by AA; London Heathrow-San Diego to be operated by BA; and Madrid-Los Angeles, to be operated by IB.

They said the airlines had also

placed codeshares on a significant number of additional routes, with American Airlines adding its code to 322 BA and IB flights serving 101 destinations.

British Airways will add its code to 2063 AA and IB flights serving 181 destinations, while Iberia will add its code to 365 AA and BA flights.

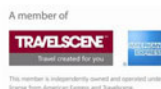
The joint business will see the three airlines coordinate schedules on joint routes to give customers better flight timings; dedicated support teams for transferring customers at key hubs; online check-in with either the airline operating each flight or the ticketing carrier; integrated flight information on all three airlines' websites; increased integration of frequent flyer schemes; and "more integrated account management for corporate customers".

Skålleague of the year!

STEPHEN Lewis, who retired last week as gm of the Four Seasons Hotel in Sydney, received the David Schrandt Skålleague of the Year award at the Skål International Australia National Assembly on Tue.

The agm saw the national committee of 21 Australian clubs discussing issues facing the industry, in the lead-up to the World Congress which starts in Sydney tomorrow.

Lewis is pictured receiving the award from Skål National President, Russell Butler of Avis.



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Russian specials

EASTERN Europe Travel's Russian Travel Centre has cut the price of some of its 2011 escorted coach tour programs by around 14% due to the strength of the Australian dollar.

The nine-day Dalmatian Sunshine tour has dropped \$311pp to \$2,207pp and the 17-day Russia, the Baltics, Poland and Prague itinerary is \$632 cheaper, now selling for \$3,853pp.

For details call 1300 668 844.

UU figures up 33%

AIR Austral has reported a 32.8% year on year increase in flight bookings between Sydney-Reunion during Jun 2010.

TMA appointment

THE Travel Medicine Alliance has appointed Dr Nicholas Kokotis to its network of Travel Medicine specialist providers that assist the industry with pre and post travel health services.

TMA spokesperson Dr Deb Mills said: "This adds to our extensive coverage across Australia," with Dr Kokotis adding a location at The Bluff Road Medical Centre in Sandringham VIC.

See travelmedicine.com.au for other locations.

BIG4's free night

SELECTED BIG4 Holiday Parks around the country are now offering a 'Stay 4, Pay 3' deal for holidays taken from now until 10 Dec, when booking online at big4.com.au/special-offers and quoting promotion code 4for3.

QH Euro earlybirds

QANTAS Holidays has launched its UK & Europe earlybird air and land deals, on sale until 05 Nov.

Packages ex Perth to London flying with Qantas and five days Hertz car hire are priced from \$2,148, or a three-night Paris package with QF airfares are priced from \$2,159.

MEANWHILE, Qantas Holidays and Viva! Holidays have this week released their 2011-2012 Fiji Product ranges - for details see qantasholidays.com.au/agents.

QR KK's Stuttgart

QATAR Airways today confirmed Stuttgart will be added to the carrier's network from next year, it's fourth German destination, as exclusively revealed by *Travel Daily* yesterday.

WIN AN ANOMIA BOARD GAME



Travel Daily has teamed up with Eureka Concepts this week and is giving away 5 lucky readers the chance to win an Anomia board game.

Valued at almost \$30, *Anomia* turns common knowledge into over the top fun! It is a great game to take on holidays and it doesn't take up much packing space. It's virtually impossible to play this and not have at least one good belly laugh!

To win this great board game, simply be the first person to email the correct answer to the question below to: anomiacomp@traveldaily.com.au

How many wild cards are in each deck?

Hint! Visit www.eurekaconcepts.com.au
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New Wu branding

WENDY Wu Tours has launched a new logo and branding 'Experience a Different World', a philosophy it says "to further enhance the Wendy Wu product in the eyes of retail agents and consumers."



Industry Appointments

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

Edwina Mason has been appointed to the role of Associate Director of Sales at the **Sofitel Brisbane Central**. Mason has ten years experience, with her most recent role being as Director of Sales - MICE representing the RACV Royal Pines Resort and Crowne Plaza Royal Pines Golf Resort and Spa, based in the Gold Coast.

The **Sukhothai Bangkok** has appointed **Chutima Limpasurat** as its Public Relations and Communications Manager.

Minor International is pleased to announce that it has appointed **Philip Schaetz** as its Vice President Revenue Management. He will be responsible for overseeing pricing and distribution activities of **Anantara Hotels and Resorts** and other properties operated by Minor International.

Hawaiian Airlines has appointed **Chai Chaowasaree** as its Executive Chef, with responsibility for designing all of HA's menus for transpacific flights. His menus will begin on the Honolulu to Tokyo service effective 17 Nov.

Beyond Travel has named **Yula Geredov** as its groups manager.

Air Mauritius has appointed Aussie-educated engineer **Soobhiraj Bungraz** as its new chief executive officer, following the resignation of **Manoj R. K. Ujoodha**.

Samson Woo has been appointed by **Mandarin Oriental, Macau** as its new Director of Sales and Marketing. Woo's previous role was with Hong Kong's Disneyland Resort as its Director, Travel Trade Sales for the last three years.

Paul McGrath has been named as the new managing director of **Creative Holidays**, moving effective 15 Nov from his current position as md of **Trafalgar Tours** in Australia.

The **World Travel and Tourism Council** has appointed **David Scowsill** as its new president and ceo, effective 15 Nov. Scowsill's career has included roles with **WORLDHOTELS**, **Hilton**, **American Airlines**, **British Airways** and **easyJet**.

Jenny Hardman has been appointed as Head of Product and Marketing at **Value Tours**. Her industry career has included previous roles with **Contiki Holidays**, **American Express** and **Pinpoint Travel**.



Are you looking for a flexible working life? Either part time or full time? Would you like to work on the gorgeous St Kilda boulevard in a super friendly office? If you also enjoy a laugh then why not join the team at Jetset St Kilda road?

We have an excellent opportunity for an experienced travel consultant who would love to book both leisure and corporate travel. Maybe you are a retail travel consultant who would like to mix it up with some corporate travel? Or maybe you are a corporate consultant who would love to work within a small team of consultants - maybe you would like a split of both!

If you have solid travel consulting skills and experience in CRS (Sabre + SAM), fares and good general knowledge then please send your resume to kurt@stk.net.au We are looking for a quick start!

EK postcard in Prague



ABOVE: Frank Perry of Axis Travel in Osborne Park, WA was one of the week 1 winners of the current emiratestoeurope.com.au incentive.

He's pictured above receiving his prize from Darren Tyrrell, Emirates WA sales manager.

Perry has been in the industry for 32 years, and recommends that agents who sell Prague suggest clients enjoy the incredible array of stunning buildings, churches and bridges, taking in the Old Town and the Jewish Quarter.

He's also an avid *Travel Daily* reader!

Other winners in the Emirates

incentive this week included John Mountstephen from Travelscene Engadine (NSW); Kim Ross from Travel Associates in Paradise Point (Qld); and Andrew Zegelin of Travelcentre Bendigo (Vic).

easyJet soars

UK carrier easyJet has said that it has seen a 'robust financial performance' for the three months ending on 30 Sep, with routes from the UK to Europe producing the biggest rises.

The carrier said it's pushing for a 6% increase in total revenue per seat this year.

Australia-bound flights surge

FLIGHTS to some of Australia's capital cities from the UK were among the highest climbers during Sep, according to the findings from *Skyscanner Travel Trends* released this week.

The Queensland, Victoria and Perth capitals were all up on the firm's Most Popular 100 Cities table, with Brisbane jumping 22 places, Melbourne 18 and Perth 16.

Rewards partners

INTERCONTINENTAL Hotels Group and AirTran Airways have announced a rewards program tie up, which will allow members of Priority Club Rewards and A+ Rewards to accrue and burn points on one another's services.

The agreement is the first global hotel partner for the US low cost carrier.



Discover the World Marketing

National Sales Manager North Sydney

Established in 1981, Discover the World Marketing has over 80 offices in more than 60 countries. Discover represents more than 55 major clients worldwide, and the Australian office represents a variety of clients including airlines, hotel chains, a cruise line and other global travel companies.

We are currently seeking a highly motivated and suitably experienced employee to join our team. The role is an opportunity for an experienced Sales Manager who is seeking their next challenge.

Reporting to the Country Director, the successful applicant will be required to work closely with the trade on our key airline and hotel accounts. The ideal candidate will have a solid travel background and excellent relationships with the trade.

Competitive remuneration based on experience.

Click here to view the full job description and to apply.

Applications close Friday 15th October 2010.

NSW tourism report released

TOURISM NSW should take a "lead coordination role in preparing destination plans for the state's priority tourism regions and destinations", according to a major report finally released yesterday.

The joint NSW govt and industry Ministerial Taskforce on Tourism, Planning and Investment was set up as an outcome of the 2008 NSW Tourism Strategy, with the aim of developing a strategic approach to improving tourism supply and attracting investment.

Some details have already been made public, with key recommendations in the final report urging the expansion and development of Sydney's conference and exhibition

facilities, as well as closer coordination with planning authorities to integrate tourism into development processes.

The Taskforce was chaired by outgoing TTF md Chris Brown, with other suggestions including the development of "appropriate tourism concepts for Glebe Island, Sydney Fish Markets and the White Bay Cruise Passenger Terminal".

The report also urged the incorporation of tourism planning considerations in future investment decision making on the key Barangaroo project.

The full final report was actually finalised in Mar this year, and is now online at last at corporate.tourism.nsw.gov.au.

Cook Is stay pay

PACIFIC Resort Cook Islands is offering a Stay4/Pay 3 deal on its resorts in Rarotonga and Aitutaki, for travel to 31 Mar 2011.

Guests will also receive a NZ\$25 food & beverage credit per room per day when booking through any Cook Islands preferred wholesaler.

The promotion is on sale until 15 Nov.

ANA/HA buddy up

ALL Nippon Airways and Hawaiian Airlines have signed an agreement to establish bilateral cooperation, covering codeshare and frequent flyer programs.

The agreement follows ANA's announcement it plans to launch services from Hanada Int'l Airport to Honolulu, effective 31 Oct, and Hawaiian's plan to operate the same route from 17 Nov.

EU/Vietnam bilateral

THE European Union has signed a bilateral air services pact with Vietnamese authorities, which sees the removal of restrictions on flights between the 17 member states of the EU and Vietnam, where a bilateral pact exists.

Agent of the future

TRAVELPORT says it's already received a record number of entries for its 2010 Agent of the Future program, with nominations closing at the end of the month.

It's the ninth year that Travelport has operated the program which is open to travel industry students in Australia and NZ enrolled at one of the more than 50 training colleges which have agreements with the firm.

Students are nominated by their teachers, with three finalists selected of whom one is named the winner by a special judging panel.

This year the major prize is a trip to Singapore or Bangkok courtesy BA, Marriott, HRG, Avis and Aussie Travel Cover, with the winner to be announced 10 Dec - support.travelport.com/AOTF.

Tailor Your Ultimate Tassie Trip



Qantas Holidays, in conjunction with Tourism Tasmania, are giving you the chance to uncover some of Tasmania's best kept secrets with the release of the Qantas Holidays 2011 Tasmania Brochure.

Simply use the brochure to create your ultimate Tassie itinerary to the value of \$5,000. The lucky travel consultant with the most creative response will have their dream converted into reality with Qantas Holidays, up to the value of \$5,000! Include accommodation, transport, tours and total itinerary cost using the prices from the new 2011 brochure! The most creative title for the itinerary entry using 10 words or less each week during the promotion will receive a \$100 Qantas Holidays voucher and a delicious Tasmanian treat!

Email your answer to: qhcomp@traveldaily.com.au

To view the Qantas Holidays 2011 Tasmania Brochure, click here.

Click here to view Terms & Conditions and see some sample itineraries!

Promotion commences 1 October 2010 and ends 31 October 2010.

*TERMS & CONDITIONS: Promotion is only open to Australian residents who are employed as travel consultants by an IATA-approved travel agent that sells products offered by Qantas Holidays Limited, and are not Flight Centre Limited employees. Please refer to the full terms and conditions.

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Etihad bonus points

ETIHAD Airways' frequent flyers are being offered the opportunity to earn triple points when flying Diamond First Class and double points on Pearl Business Class, between 06 Oct and 15 Nov.

Triple points on Diamond First Class will earn members travelling SYD-LHR-SYD 130,980 points, enough for the same route in Coral Economy class.

Borneo bargain

SEVEN Skies Luxury Adventure Travel is offering a special on Borneo bookings made by 30 Nov, to include a session at the Shangri-La's Tanjung Aru Chi Spa.

SSLAT's 10 night Borneo tour includes sea kayaking, access to climb Mt Kinabalu and Via Ferrata and a safari by boat ride down the Kinabatangan River, priced from \$6195ppts - sevenskies.com.au.



HRG Australia - A leading global travel management company currently has exciting opportunities for an experienced Business Manager, Multi-skilled Business Travel Consultants and Corporate Leisure Consultant to join our dynamic team.

Business Manager - Melbourne

Due to some great new business we now have an exciting opportunity for an experienced, driven and focused Business Manager based in our Melbourne office. This role will be suited to a person with extensive industry expertise and high level analytical and communication skills.

Multi-skilled Business Travel Consultants Sydney, Brisbane, Melbourne

We are seeking highly motivated Multi-skilled Business Travel Consultants to join HRG in various locations. This is a great opportunity for professional corporate or retail consultants with exceptional customer service and fare skills who are looking to move into a truly rewarding role within the Corporate sector.

Corporate Leisure Consultant - Melbourne

Our Leisure department is growing rapidly and as a result we are seeking a highly motivated and skilled Corporate Leisure Consultant. To be successful in this role you will have solid experience in retail travel, with the ability to work autonomously and build rapport with clients over the phone. Working as part of the Leisure team this role will require you to have a exceptional domestic and international fares and ticketing knowledge.

For a full listing of roles available at HRG and to apply for any of these roles please visit the HRG Australia website at www.hrgworldwide.com/au.

Applications close Tuesday 12 October 2010

High Achievers Wanted!

Career Opportunities for Top Talent



Hot Jobs (Australia) - September 2010

Sydney – 02 9231 6444 – nswjobs@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 – 0411 421 465 – wendy@tmsap.com

Temp or Contract Executive – Alex and Sharon
– Wendy and Sally

JOB OF THE WEEK!

DOMESTIC CORPORATE TRAVEL CONSULTANT – Sydney CBD

- Must have previous travel consulting experience
- Salary up to \$43k plus super D.O.E.

Are you trying to get your foot in the door of the corporate travel?
This is a great opportunity for someone who has maybe been in the travel industry for 12 months and would LOVE the opportunity to work for a corporate travel company. This is a very well established company in Sydney with beautiful and modern offices. They will fully train you in this role but you must have excellent customer service, a mature attitude and an excellent work ethic.

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



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Restaurant Manager - Sydney

- Work for this iconic establishment and be part of the success story
- Great staff benefits – free meals, subsidised parking and lots of discounts

We are currently looking for an experienced Restaurant Manager to be part of the senior management team with the intention to recruit, train and lead the pre-opening front of house team. Ideally you will possess experience in recruiting, training, managing and leading staff in a high volume restaurant or outlet. You will have excellent communication skills, demonstrated experience liaising with senior management and building strong working relationships with internal and external stakeholders. You will have previous exposure to the pre-opening process (desirable) and being part of a successful team. You will be available across a 7 day roster - opening hours will be 6am to 2am.

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

Domestic Corporate Consultant – Sydney

- Modern offices in CBD
- Up to \$45K + super

Due to continued growth, this successful company is currently looking for an experienced Domestic Corporate Travel Consultant. You will be working in a team booking air travel, accommodation, car hire and other services required. In return, you can expect support from the management, growth opportunities and above average remuneration. Ideal candidate will have previous experience in a Retail or Corporate consulting role and knowledge of Sabre.

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

Market Manager – Sydney

- Leading and fastest growing online hotel reservation service
- Competitive salary and bonus system

We are seeking a Sydney based Market Manager to help expand room supply network. You will have strong sales and account management skills and preferably the understanding of revenue management. You will be experienced in the hotel industry and/or travel industry with previous exposure in hotel contract negotiation. You will be capable of establishing and managing hotel relationships. You will be taking care of hotel market in Australia and assisting other trade partnership related functions and identify market trend and define potential supply sources.

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

Corporate Travel Consultant - Melbourne

- Up to \$55k plus super
- Modern offices in the CBD

Due to growing accounts this fantastic corporate travel company in the city are looking for experienced international corporate consultants to come on board. The ideal candidates will have experience in corporate travel consulting, have excellent customer service, good product knowledge and a great work ethic. You must have minimum 2 years corporate consulting experience and knowledge of a CRS

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

Fares and Ticketing Specialist- Sydney

- Well known popular travel company
- Fantastic team environment

You will be responsible for developing and maintaining technical expertise on air product and provide support and information to both internal and external customers. This is a great opportunity for someone who is in the travel industry and would like to combine their fares and ticketing knowledge with their excellent customer service skills.

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

Market Co-ordinator – Sydney

- Salary up to 50K

Unique and exciting opportunity to work as Market Co-coordinator. In this role you will be managing and monitoring the website content, manage the contract process with suppliers, prepare and maintain reports as well as assisting with customer service issues. The ideal candidate will have strong analytical skills, good attentions to detail, be a fast learner and a creative problem solver.

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

Nationwide Temp Roles Available Now

- You must be able to use Galileo, Sabre or Amadeus.
- Hourly rates from \$20 - \$25 plus super.

If you have been a travel consultant for a minimum of 2 years, and are available to temp - register now for upcoming work... We are always looking for strong consultants with a minimum of 2 yrs consulting experience in retail, wholesale and corporate.

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



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Register with AA for a chance to win 2 VIP Tickets to the U2 360 Tour in Sydney on Mon 13 Dec 10

TAKE CENTRE STAGE AS HEAD OF THIS COMPANY

MANAGING DIRECTOR

SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE

This is an exciting opportunity for an exceptionally talented business leader to take this great Brand forward and drive company growth. We are looking for someone with strategic agility, strong negotiation & relationship skills, and the ability to tackle a leadership role with great energy. You will have great communication skills and the ability to inspire your team by being a visionary leader who sets clear objectives.

BE THE HEADLINE ACT AROUND EUROPE

PRODUCT MANAGER

SYDNEY – SALARY PACKAGE TO \$80K

If you know Europe & the Middle East like the back of your hand by having first hand experience contracting product and building the components of exciting tours, this is a rare opportunity for you to join a leading international wholesaler. You'll have exceptional supplier relationships and the proven ability to leverage these to gain the best possible advantage for your company. Maturity, flexibility + a can-do attitude essential.

WRITE THE LYRICS TO THIS CORPORATE SONG

SALES & ADMIN SUPPORT / TENDER WRITER

SYDNEY OR MELBOURNE – SALARY PACKAGE TO \$60K

If you believe in the power of the written word, you'll love this newly created position with a dynamic corporate agency. You'll be supporting the sales team through strong administrative and organizational skills. Experience in writing Tender documents and great attention to detail are essential. You'll have advanced Word, Excel and PowerPoint skills and an understanding of corporate travel would be an advantage.

BE THE BEST IN THE WEST – YOUR STAR IS RISING

WA SALES MANAGER

PERTH – SALARY PACKAGE TO \$90K inc INCENTIVE + car

Enjoy being on the road representing a leading travel product providing essential products & services to the industry. This role focuses on generating new leads and acquisitions and is one for a real self starter who loves that thrill of the chase and capturing the market. With a lucrative salary package including fully maintained car and great incentives this is sure to impress. Monday to Friday hours, a luxury in the travel industry!

DO A NATIONAL TOUR

NATIONAL KEY ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE TO \$90K

Provide Account Management to Strategic Accounts in AU/NZ and be responsible for developing & implementing a national strategy for account retention and the capture of new business opportunities. If you love a fast-paced role with national responsibilities and a Global brand behind you, this position offers a huge career opportunity, a fantastic salary package and an amazing team to work with.

GRAB ALL THE MEDIA ATTENTION

BUSINESS DEVELOPMENT, PARTNER MARKETING

SYDNEY – SALARY PACKAGE OTE \$140K+

This new role with a leading Global organization calls for someone who loves the paparazzi and can work those media contacts like a charm. You will be selling online advertising & building compelling marketing programs for large travel suppliers through your global GDS platform. Your background MUST include digital media sales and B2B advertising sales. Regional reach for your career.

REV UP THE NUMBERS, PLAN FOR SUCCESS

REVENUE PLANNING MANAGER

SYDNEY – SALARY PACKAGE TO \$100K

This role plays a critical part in the ongoing improvements in revenue through the effective development & execution of pricing, analysis and systems strategies supported by detailed reporting and forecasting. We need a solid hands-on Manager with proven leadership skills. If you have a handle on Revenue management principles with advanced Excel & Database skills and proven analytical skills this is for you.

REALLY CONNECT WITH YOUR AUDIENCE

CORPORATE BUSINESS DEVELOPMENT MANAGER

SYDNEY & MELBOURNE – SALARY PACKAGES OTE \$90K+

Get back to basics – if you build it they will come! Make yourself known to the corporate market by making the calls, building the relationships, delivering compelling offerings, and signing the deals. You'll be rewarded by a great salary package, genuine ongoing career development, and a dynamic, motivated team around you who know how to celebrate success. Get serious about your career.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Kate Dalrymple
OLD & NT
Ph: 07 3229 9600

Linda Green
NSW & ACT
Ph: 02 9231 2825

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

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

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Add to your clients experience with:

The award winning Sounds of Silence dinner for \$159 per person

A Desert Awakenings 4WD sunrise tour for \$149 per person

**Fly from Sydney
to Ayers Rock**

from **\$189***
one way

**Stay 3 nights at
Ayers Rock Resort**

from **\$347***
per person



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*Conditions apply. Valid for sale until 30 November 2010. See www.ayersrockresort.com.au for full terms and conditions.



AIR NEW ZEALAND



Corporate Account Manager | Victoria Corporate Account Manager | New South Wales Melbourne and Sydney locations

Air New Zealand has two outstanding opportunities to join the Australian Sales Team in the capacity of Corporate Account Manager. Reporting into the Corporate Sales Manager Australia these roles are responsible for account management of TMC relationships and the implementation of a designated sales strategy.

Your key drivers in this role will be to develop robust and successful TMC and SME partnerships. You will be eager to source new business opportunities while strengthening key relationships within the Australian corporate market. This will enable you to provide maximum returns for Air New Zealand.

To be successful in this role you will ideally possess a tertiary qualification in business or related discipline. You will be able to demonstrate detailed understanding of sales and business drivers. Your ability to provide business growth and work with senior management to achieve wider company objectives will be critical.

Your effective negotiation skills and ability to build and maintain relationships with internal and external stakeholders will enable you to effectively influence outcomes. The role will suit a self-starter who is comfortable being managed remotely and can therefore plan workloads, prioritise and meet deadlines.

Account Manager | New South Wales Sydney location

We are looking for an Account Manager that will make a difference with our customers, as we believe that working in partnership with our customers delivers the best results. This is an opportunity to join the Air New Zealand Australian Sales Team on a permanent basis as a New South Wales based Account Manager.

You will be responsible for maximising Air New Zealand's return from its key business relationships within the agency community. This will be achieved by promoting Air New Zealand's positive profile through solid relationship management whilst also educating key agency partners on Air New Zealand's product and developing new business opportunities.

In order to be successful in this role, you will have significant business-to-business sales experience combined with a proven knowledge of the New South Wales travel industry market. A demonstrated history of achieving results will see you succeed in this role, as will your personality and communication skills to gain credibility with stakeholders and influence decision makers.

In addition, we are looking for someone who can 'think outside the square' and who brings fresh, new ideas to the table to suit an ever changing market. The role will suit a self-starter who is comfortable being managed remotely and can therefore plan workloads, prioritise and meet deadlines.

In return we offer an innovative, nimble environment where new ideas are encouraged in a performance-driven culture.

If you've got proven account management skills and the enthusiasm to be part of the team, we want to talk to you. We expect a lot from our people and our people expect a lot from us. After all it's our people who make us what we are.

Visit us online at <http://careers.airnz.co.nz> and start your journey today. Alternatively, call James Brown on +64 9 256 3241.

Account Manager New South Wales, apply against reference 100365

Corporate Account Manager New South Wales, apply against reference 100401

Corporate Account Manager Victoria, apply against reference 100401

Visit our website for more information on these positions and others like them...

<http://careers.airnz.co.nz>