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Travel Daily AU

First with the news

Mon 20 Sep 10

Page 1

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

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Borland to Etihad

WAYNE Borland today takes up a new role as National Sales Manager Trade (leisure) with Etihad, moving from his previous role with Cook Islands Tourism.

The new Cook Islands rep in Australia is former Tourism Australia md Geoff Buckley - see www.newearthtourism.com.

Cruise West goes under

DESPITE promises of a restructuring and the sale of its flagship, Seattle-based small ship operator Cruise West was forced to cease operations on Sat (*TD* breaking news) leaving consumers and travel agents in the lurch.

All future cruises have been cancelled apart from a 22 Sep Danube trip, with devastated md Dick West saying "It is with a heavy heart that we close our doors" after almost 64 years.

Australia was a significant market for Cruise West, with a number of agents developing a strong clientele using the product.

Wholesalers are scrambling to fill the void which has occurred in the peak Alaska booking season, with Adventure World today announcing a "new GSA partnership" with Seattle-based American Safari Cruises and Innersea Discoveries.

AW is operating a dedicated Cruise West hotline on 02 8913

0642 and says it's in constant communication with agents affected by the failure.

And specialist wholesaler the Small Ship Adventure Company urged agents not to lose faith in the sector, with the Cruise West collapse described by director Maryann Anderson as a tragedy.

"There are many, many Australians who have had memorable holidays with Cruise West," she told *TD* this morning.

She said the company had a number of alternatives and special deals for displaced clients - www.smallshipadventure.com.

REX hails ACCC

REGIONAL Express has welcomed the ACCC's objection to a price rise for regional carriers at Sydney Airport (*TD* Fri).

Rex gm Warrick Lodge said the decision showed that small Australian firms could count on the ACCC to enforce the Trade Practices Act "for protection against huge oligopolistic conglomerates which are only too ready to impose their prices on the market if left unchecked".

He said that SYD's passenger tax revenue from Rex had increased by 74% since 2001, and without the protection of the ACCC the proposed increases "would certainly mean the closure of half a dozen marginal regional routes and eventually see regional carriers displaced to Bankstown".

Big EK incentive

EMIRATES today has opened registrations for its annual travel trade incentive, with a big prize pool on offer along with weekly rewards for participating agencies.

The promotion officially begins next Mon and will operate until 21 Nov encouraging bookings on EK flights to any of the airline's 25 European destinations.

A range of prizes are on offer, with points earned by booking flights and also completing weekly educational questionnaires.

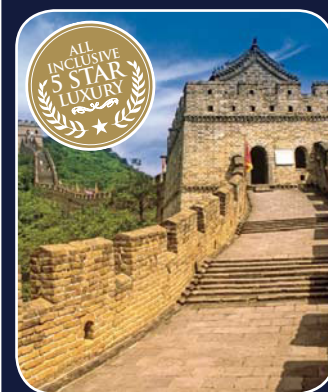
Weekly winners will be exclusively announced in *Travel Daily* - sign up to take part at www.emiratestoeurope.com.au.

Today's Travel Daily

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Travel Daily AU

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Page 2

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10 GOOD REASONS TO VISIT NEW CALEDONIA

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MEL numbers up

AUGUST passenger numbers at Melbourne Airport rose 11.5% compared to a year ago.

Domestic numbers rose 10.8% to 1.84 million during the month, while international passengers rose 14.6% to 477,000.

The airport said the strong international performance was mainly driven by "significant growth to and from Asia," with travellers from China up 58%, Hong Kong up 30%, Japan up 69% and South Korea up 19%, along with other increases from Indonesia, Malaysia, Sri Lanka, Thailand and Singapore.

"By working together and promoting our wonderful state and city within key Asian countries, the Victorian government, tourist bodies and Melbourne Airport are continuing to attract record numbers of tourists," said airport ceo Chris Woodruff.

UA/CO deal sealed

SHAREHOLDERS in United Airlines and Continental Airlines have overwhelmingly voted in favour of a merger between the carriers which will create the world's biggest airline.

The vote clears the way for the deal to close by the end of the month, with the combined United/Continental (to be named United Airlines but using the Continental Logo) to launch 01 Oct.

Godfrey lands at AKL

FORMER Virgin Blue ceo Brett Godfrey has been recruited as a potential director by the board of Auckland International Airport, and will stand for election at the company's agm on 28 Oct.

Rocky Mountaineer grows

CANADIAN rail operator Rocky Mountaineer has for the first time established an operation in Australia, with the appointment of former Globus national sales manager Rob Halfpenny as its new Director of Sales for the Asia-Pacific region, with the aim of growing the brand's distribution network through tour operators and wholesalers here.

The move has coincided with a new TV and print advertising campaign, with ads which ran on the weekend including a direct toll-free phone number to Canada for consumers.

However Halfpenny downplayed suggestions that the changes signal a more direct push by the brand, telling *Travel Daily* this morning that travel agents remain integral to the firm's strategy.

Rocky Mountaineer's current Australian gsa, Momento (formerly APTMS), remains in place and the appointment of Halfpenny is part of a wider strategy by Rocky Mountaineer, to grow across the globe via acquisitions and strategic partnerships.

"We need to develop our distribution networks to handle all this new product," he said.

Halfpenny said the campaign urges consumers to see their local travel agents, and although the toll-free information number can be used for direct bookings, these have to be transacted in Canadian dollars, and there's only a three-hour window each day when reservation hours overlap with Australian time zones.

He said that he's aiming to solidify relationships and "maximise opportunities" with

tour operators, as well as making the most of the potential in the independent traveller market by developing wholesale offerings which will be available through travel agencies.

"There are over 4000 travel agents in Australia so the wholesale channel is the best opportunity for us to build these sales," he said.

"The fact is most consumers these days will research on the web but book a trip of this type with their travel agent.

"We want to aggressively push our brand out there," he said.

Halfpenny said early signs were very encouraging, with booking levels for 2011 already above those from a strong 2008.

More plan to holiday

ABOUT 12.7 million consumers polled for the Jul quarter by Roy Morgan Research are intending to take at least one holiday in the next year, the survey found.

The figure represents just over 70% of those questioned in the research company's latest Holiday Tracking Survey.

Intention to holiday was up 2.5% (or 700,000) year-on-year in the Jul quarter, and a single percentage point on the Jun 2010 quarter.

Domestic and overseas holiday intentions were 57.9% and 8.4% respectively.

Roy Morgan Research Int'l Director of Tourism, Travel & Leisure Jane Ianniello said the result is on track with a gradual increase in domestic holidays, which had suffered declines from mid 2006 to mid 2008.



Window Seat

WORRIED about getting ripped off by taxi drivers when travelling? There's an app for that.

A new iPhone application has been released for visitors to Prague in the Czech Republic, which automatically calculates the correct fare using the gadget's inbuilt GPS to estimate the distance travelled.

The App was developed by a Czech firm after one of its foreign business partners was grossly overcharged in a taxi.

As well as figuring out the right fare the App allows users to automatically report dishonest drivers to city officials.

THE Taj Hotel in Boston, Massachusetts is offering a special deal targeting wealthy arts patrons which includes permanent naming rights for a new building at a local college.

The one-off '\$6 million suite' deal is available 15-17 Oct and comes with private jet transport, accommodation in the hotel's Presidential Suite and lifetime tickets to performances at the Boston Conservatory, an independent performing arts college founded in 1867 where "your name will grace the dramatic new performance complex".

And just to sweeten the deal a bit more, the hotel is throwing in a brand new Jaguar XJ motor vehicle "to enjoy during your stay and then to take with you or garage in Boston, with lifetime valet parking privileges at Taj Boston".

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Cheering for California



ABOVE: California Tourism officially launched its first ever TV advertising campaign in Australia, with a function in Sydney on Fri afternoon attended by people from across the industry including, *from left*: Jacqueline Yongco of United Airlines; Nick Zaferis from Hertz; Mia Jorgensen from Creative Holidays; and Helen Fish of Qantas Holidays.

The 'Serious Business' campaign will showcase lots of what California has to offer to consumers, with the commercial airing for the first time on Sat night and featuring many famous Californians including former movie star and now state Governor Arnold Schwarzenegger.

With the Australian dollar being so strong, California is investing strongly in the market and is expecting a 3% growth this year.

The campaign will also include a US\$1.5m sequel ad to run from Feb next year, and the promotion is being complemented with a series of upcoming roadshows, as well as the introduction of new

online agent training programs.

The visitcalifornia.com.au website has also been expanded to include consumer feedback, with visitors encouraged to share their "California 5's" - five top California things unique to their trip, with the entries featured online to give other travellers great holiday ideas and insider information on California.

The new TV ad is also now online at *Travel Daily TV* - see www.traveldaily.com.au.



ABOVE: Mike Gallagher of City Pass with Jennifer Herrera from Pinpoint Travel Group.

AC ballet tkt names

AIR Canada was swamped with entries in its travel agent promo that featured in *TD* on Thu, to give away 10 double passes to the see the Ballet Nacional de Cuba in Brisbane on 29 Sep.

We'll be naming the winners in the next few days.

SYD stats still rising

SYDNEY Airport recorded its best ever arrivals figures for Aug last month, today reporting a 8.2% year on year increase in domestic/regional pax movements, up to 2.03 million during the period.

International arrivals were also very strong, up 6.3% in Aug to 912,000 people.

The combined arrivals figure was up 7.6% against Aug 2009, and was the sixth strongest month on record in total passenger terms.

Inbound arrivals were lead by China, Japan and Korea markets.

US Air int'l expands

US AIRWAYS is expanding int'l operations from its Charlotte hub, with new seasonal services to be introduced to Madrid and Dublin, effective 04 and 06 May 2011.

Strategic contests

STRATEGIC Airlines says it is in talks with the French Directorate General of Civil Aviation to have its charter aircraft cleared to fly in France, after the local aviation authority declined to renew its Air Operators Certificate last week, as flagged by *TD* on Thu.

The French and Australian divisions of Strategic share a common boss but are "separate and distinct operating entities and, as such, discussions taking place in Europe have no impact whatsoever on the Australian business," said ceo David Blake.

More NZ snow falls

DESTINATION Queenstown says its expecting the Sep/Oct school holidays to be one of the busiest in years on its snowfields, after fresh dumps topped up levels of the white stuff late last week.

Coronet Peak, The Remarkables and Cardrona ski areas have all received above average Spring snow flurries.

"It's a perfect opportunity for winter lovers to head to Queenstown for a final spring fling," said DQ ceo Tony Everitt.

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Choice undercover

THE head honcho of hotel group Choice Hotels International will be the latest company boss to shed his true identity to gain an employee's perspective of how a business is run, when he appears on US TV's *Undercover Boss* this week in America.

Choice president and ceo Steve Joyce will take on roles of front-line employees at a number of Choice Hotel locations in the US.

"This is a remarkable opportunity for Choice, and I'm thrilled that our hotels, our franchisees and our organisation are going to be featured in front of a national audience of millions of people," Joyce said.

Also to appear in the next series of the show will be the head of US carrier, Frontier Airlines.

Breakaway winners

THE final five winners in *Travel Daily's* mini-competition to win a yearly membership to Breakaway Travelclub (*TD* Fri) were: Stacey Camilleri, Harvey World Travel Mackay; Toni Pope, Phil Hoffmann Travel Glenelg; Jon Simmons, Pinpoint Travel Group; Kristen Crossley, HWT Caloundra and Kylie Hibbit, Harvey World Travel Bateau Bay.

India warning

THE Department of Foreign Affairs and Trade this morning released an updated travel advisory for India following the shooting of two tourists at the Jama Masjid Mosque.

India overall remains at the mid-range 'high degree of caution' level, but the attack has led to significant disquiet in the lead-up to the Commonwealth Games which will take place 03-14 Oct.

MEANWHILE there are fears that unrest could once again resurface in Thailand, with several thousand "red shirt" protesters hitting the streets of Bangkok yesterday for a protest to mark four years since the military coup toppled former prime minister Thaksin Shinawatra.

WA on Safari show

WESTERN Australia tourism minister Liz Constable says the state's enduro Australasian Safari event will provide Perth and regional WA with exposure in key int'l tourism markets over the next week when it airs on Network Ten.

It's "a great opportunity to highlight our extraordinary experiences," she said.

The nine-day off-road challenge began on Fri, and travels through the Golden Outback region, goldfields, remote deserts, rugged bush and coastal dunes.

"Regional communities along the Safari route will benefit economically and socially from the visitors the event will bring to the area," Constable said.

Deb's Flyin to Hawaii



ABOVE: Hawaiian Airlines has named Debra Hitchcock of Travelworld Kallangur in Brisbane as the latest winner in *The Flyin' Hawaiian* agent giveaway.

Debra has won economy class tickets for two to Honolulu, along with three nights accom at the Halekualani Hotel and Waikiki Parc Hotel, just by completing a survey in Hawaiian Airline's newsletter.

She is pictured above (right) with Cris Cali, Hawaiian Airlines Queensland Account Manager.

The Flyin' Hawaiian is offering agents the opportunity to win a holiday to Hawaii in each edition, to subscribe email - hawaiianair.sales@worldaviation.com.au.

flyDubai to Samara

UAE low cost carrier flyDubai has announced it will commence services between Dubai and Samara, Russia from 20 Oct.

Mercure CNS gm

SHANE Edwards has been appointed as general manager of Mercure Cairns Harbourside hotel following a multi-million dollar refurbishment of the property.

Edwards was previously gm at Mercure Mount Lofty House in the Adelaide Hills.

AS Mexico growth

ALASKA Airlines will begin flying between both San Jose and Sacramento in California to Guadalajara, Mexico from 15 Dec.

The service will be operated using a two-class Boeing 737-800.

Quest Palmerston

QUEST Serviced Apartments will open its sixth property this year in the Northern Territory city of Palmerston on 04 Oct.

The 84-unit addition is tipped to contribute about \$4m to the local economy and employ 18 locals.



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Incentive starts 27th September 2010

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Win major prize

Promotion starts 27/09/10 and ends 11.59pm (AEDST) on 21/11/2010. Only open to Australian travel agencies invited by the Promoter to enter and their employees. Click here for prize details and full terms and conditions.

Cable Summer deal

BROOME & the Kimberley Holidays is offering a Summer Indulgence package staying five nights at Cable Beach Club Resort and Spa, priced from \$1399ppts.

The package includes accom in a Garden View Studio, brekkie, a 60 minute Fusion Stone massage at the Chahoya Spa, a scenic helicopter flight, a sunset sail aboard *Intombi*.

Phone 1300 245 565 for info.

Flighties hangin' at The Peak



ABOVE: This lucky group of Flight Centre travel agents were hosted to a four day Hong Kong famil recently by The Hong Kong Tourism Board, Creative Holidays and Virgin Atlantic.

Highlights of the trip included flying in Upper Class on Virgin Atlantic, an evening harbour cruise, taking in the multi-media show *A Symphony of Lights*, tai chi and tea appreciation classes, Hong Kong Disneyland, and a visit to the Giant Buddha and Po Li Monastery on Lantau Island.

The famil coincided with the Hong Kong Summer Spectacular

Airbus new logo

AIRBUS has unveiled a new corporate logo (pictured below) including new typeface, but retaining most of its original features including the ball and deep blue colour.



BW Caboolture

BEST Western has opened a new property in Queensland, the Best Western Caboolture Central Motor Inn, offering studios, family units and honeymoon and spa suites.

QF ZNE tax change

QANTAS has advised it will be increasing the QR adult tax on flights to Newwan, WA effective 01 Oct, from \$18.74 to \$19.11.

New Explore! site

EXPLORE Worldwide has launched a new website this month, which features a simple homepage, a new search facility, and interactive Google Maps for all its destinations.

Thai travel offer

THE Chedi Chiang Mai in Thailand has a travel agent special staying in a Deluxe Room inc Brekkie priced from BAHT4800 (A\$165) per night plus taxes and 18.5% service charge, for stays between 01 Nov-23 Dec and 11 Jan-31 Mar 2011 - to book email ghmaus-salesadmin@ghmhotels.com.

Sabre's insurance

SABRE Pacific's Orient Express agents have embraced Express Insurance as part of its new Sabre Red total travel solution philosophy.

The insurance option is available with QBE and can be purchased through the solution.

CX/JAL codeshare

CATHAY Pacific Airways is looking to extended its codeshare pact with Japan Airlines, from 31 Oct, with plans to add its code on JAL metal on flights from Tokyo Narita and Haneda to Hong Kong.

JAL in turn is seeking to have its code on CX services from Hong Kong to Fukuoka, Nagoya, Osaka, Sapporo and Tokyo.

The deal is subject subject to government approval.

Aqaba travel advice

THE Dept of Foreign Affairs and Trade has issue a warning for Egypt, Jordan, Israel, the Gaza Strip and the West Bank after the US government warned of a potential imminent threat in the Gulf of Aqaba region.

San Juan popular

JETBLUE will begin daily non stop flights between San Juan, Puerto Rico and Tampa, Florida in May 2011 with a double daily service scheduled to begin in Jun.

MEANWHILE low cost carrier, AirTran has also announced double daily San Juan to Tampa flights, effective 05 Apr 2011.

Peregrine explores

PEREGRINE has unveiled new 2011 Middle East adventures including a range of shorter tours as well as the 26 day Grand Middle East Adventure.

The grand tour takes in the eastern Mediterranean including Turkey, Syria, Jordan, Israel and Egypt, priced from \$8495ppts which covers accom, internal flights, guides and some meals.

HINN Express SIN

INTERCONTINENTAL Hotels Group has announced it will launch its first Holiday Inn Express property in Singapore in 2013.

The 220-room hotel will be on Orchid Road, located close to shopping outlets, entertainment complexes, restaurants and popular night spots.

An agreement is also being signed for another HINN Express hotel to be built in Kota Kinabalu in Malaysia, and a further three are to be introduced in Bangkok over the next few years.

TripAdvisor maps

TRIPADVISOR has launched onto Nokia's Ovi Maps offering a new application that will search a holiday makers current location and find information on local restaurants, hotel and bars.

The application is available to download at nokia.com.au/maps.

Real Gap experience

REAL Gap is offering new two or four week 'Experiences' across Africa, Asia and Latin America.

The trips include culture and sightseeing; volunteering; off-the-beaten-track adventure; and chill out time, with prices starting from \$2299ppts for the four week India Experience.

Blue water specials

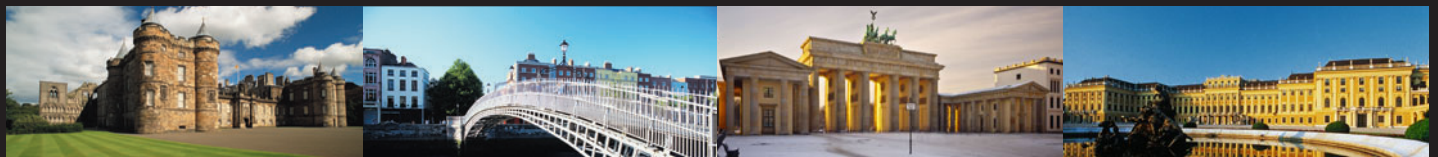
THE Amarna Resort in Port Stephens is offering an Oceanic weekend package priced from \$1020 per couple in a one bedroom beachfront suite, on sale and for travel until 30 Nov.

The two night package includes a three hour whale watching cruise, brekkie in suite & accom.

More at - amarnaresort.com.au.

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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.

Adventure World - Vietnam 2010/11

This newly launched brochure offers in-depth tailor made journeys in Vietnam, Cambodia, Laos, Thailand, Malaysia, Borneo and Myanmar. There are over 16 new experiences including the new range of services offered in Myanmar. Also new for this year are Lonely Planet destination introductions. For more information go to adventureworld.com.au. Order copies of the brochure through TIFS.



Tempo Holidays - Egypt/Dubai 2011

This latest Tempo brochure offer new tours and a range of upmarket hotels to choose from, spanning Egypt, Dubai, Abu Dhabi, Jordan, Oman and Qatar. New hotels include the Four Seasons Hotels in Sharmh El Sheikh, Cairo and Alexandria. New tours include the eight day Holyland Tour in Israel priced from \$1509ppts and days tours, such as A New Dawn and Falcon World. More information at www.tempoholidays.com.



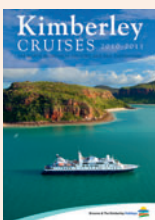
Infinity Holidays - Canada 2010/11

This year's Infinity brochure is out earlier than normal, and features a new section under the Unique Lodges and Resorts category which highlights rustic experiences that are exclusive to Canada. Infinity's Whistler program has also been expanded. Copies TIFS for a copy.



Broome and the Kimberley Holidays - Kimberley Cruises 2010/11

New itineraries in the 2010/11 brochure include an 11 night Kimberley Icons which offers four nights accom at Cable Beach Club Resort & Spa in Broome and a massage at Chahoya Spa, sightseeing, seven nights onboard *K20*, priced from \$9657ppts. Also new is the 11 night Kimberley Snapshot with packages starting from \$13,340ppts. Digital copies of the brochure can be downloaded at www.broomekimberley.com.au.



Aurora Expeditions - Antarctica 2010-11

The Antarctic Peninsula is an 11 day voyage aboard *Polar Pioneer* included in Aurora Expeditions new Antarctica brochure, giving guests the opportunity to camp overnight in the snow. The trip is capped at 54 people and departing from 26 Nov through to 27 Dec 2010, and from 28 Nov 2011. Prices start at US\$7190ppts and include all meals, cabin, port taxes/charges and more. See www.auroraexpeditions.com.au.



Qantas Holidays - Canada Winter Wonderland

This new flyer gives an overview of things to do in Canada during the Northern winter season including visiting the slopes or taking winter tours, like the Winter Wonderland or Fireside and Snowflakes tour. It also highlights the opportunity to experience dog-sledding or other activities during winter. For more info or to make bookings call 13 27 87.



Adventure South - New Zealand 2011

World Expeditions has released its Adventure South program, featuring a number of innovative and new opportunities to explore New Zealand's North and South Islands for people of all fitness levels. Tours include five Otago Rail Trail trips, Remarkable Adventures, as well as hike and cycle tours. Go to www.worldexpeditions.com for more details.



Casting Sea World

SEA World on the Gold Coast has today launched Castaway Bay, a new \$6 million interactive 8,000 square metre adventure playground, featuring three attractions including Battle Boats, Sky Fortress and Sky Climb.

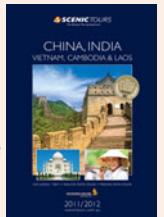
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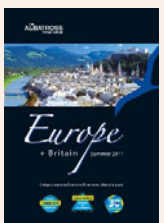
Scenic Tours - China, India 2011/12

This brochure features China, India, Vietnam, Laos and Cambodia tours for the 2011 period. It includes Scenic's Enrich product consisting of a range of additional activities that allow clients to immerse themselves into local culture, and also a FreeChoice options that offer activities dining and activities in some key cities and regions at no extra cost. Also for a limited time only Scenic is offering a Partner Free Airfare deals, excluding taxes of \$450pp. See www.scenictours.com.au.



Albatross Travel Tours - European Summer '11

Albatross Travel Group has released its new 2011 European Summer brochure featuring leisurely paced escorted tours, and an earlybird discount of \$300 on tours booked by 22 Dec 2010. Tours are tailored to suit Aussie and New Zealanders who like to spend from 2 - 5 nights at each stop over. Seven tours are available in Britain, France, Italy, Germany, Austria and Turkey. More info available online at albatrosstravel.com.au or by calling 1300 135 015.



WIN A HOLIDAY FOR TWO TO HAWAII



During September, *Travel Daily* is giving readers the chance to win an incredible seven-day holiday to Hawaii, courtesy of **Hawaii Tourism, Hawaiian Airlines and Aqua Hotels and Resorts**.

This fantastic prize includes return economy airfares from Sydney to Honolulu with Hawaiian Airlines, six nights accommodation at your choice of an Aqua property in Waikiki and return transfers with a lei greeting.

Each day *Travel Daily* will ask a Hawaii-related question – just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Hawaii holiday.



Q.14: What is the name of the celebrity chef that designs the menus onboard Hawaiian Airlines?

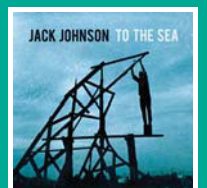
Email your answer to: hawaii@traveldaily.com.au

Hint! Visit www.hawaiitourism.com.au

Plus, a daily prize of the new Jack Johnson CD - *To The Sea* (pictured to the right) will be awarded for the first correct entry received, thanks to **Universal Music Australia**.

Congratulations to yesterday's lucky winner: **Sonya Testone from MSC Cruises**.

Click here for competition terms & conditions





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BUSINESS DEVELOPMENT MANAGER
SYDNEY, BRISBANE & MELB – SALARY PACKAGES OTE \$90K++

Are you well networked across the MICE industry? If you understand the importance of leveraging relationships and are driven by achieving goals & targets you'll thrive in this BDM role with one of the leading event companies in Australia. A good understanding of Conference, Incentive & Event business is a huge bonus, with the most important thing being your hunger to grow the business and earn a fantastic salary. Get on board.

OTHER BRANDS ASPIRE TO BE THIS GOOD
INDUSTRY SALES MANAGER
SYDNEY BASED – SALARY PACKAGE TO \$90K neg.

Take your career in to your own hands and take ownership of this new, unique Sales role with an iconic global brand. You will have strong industry relationships and previous sales experience at a State or National level. This is a largely autonomous role requiring great maturity, vision, and motivation. If you love a challenge and enjoy managing your own time, this role is definitely the one for you!

ANALYSE THE FIGURES
CORPORATE TRAVEL BUSINESS ANALYST
MELBOURNE – SALARY PACKAGE TO \$75K

Play a pivotal part of this large Client Relationship team in a newly created role where you will be responsible for all reporting and data analysis. Requiring advanced level EXCEL skills, you will be able to extract, interpret, and analyze client spend, formulating reports and data, and presenting information to the team. Coupled with your strong analytical skills you'll ideally be proficient with SSRS/Crystal reports.

DO YOU DREAM OF WORKING FOR AN AIRLINE?
AIRLINE SALES MANAGER
BRISBANE – SALARY PACKAGE TO \$60K

This is a fantastic opportunity for an enthusiastic self starter with on-the-road sales experience, travel industry contacts and a "can do" attitude! You will be "jack of all trades" raising the profile of this widely recognized airline, conducting famils & training, servicing corporate and leisure clientele and assisting the executive management team with the implementation of their sales and marketing strategies.

YOU COMPLETE THIS TEAM
CORPORATE TRAVEL TEAM OPERATIONS
MELBOURNE – SALARY PACKAGE TO \$80K

Our client is looking for a top level corporate operations manager who can step in and take this large team further by implementing new processes & procedures and ensuring the performance levels reflect the required outcomes under the SLA's. As a confident leader with strong experience in corporate travel you'll be able to coach & develop your team. Great opportunities for your own career development too.

SELL DIRECTLY TO OUTSIDE GROUPS
GROUPS & CHARTERS SALES MANAGER
MELBOURNE – SALARY PACKAGE \$65k + car + INCENTIVES

Market this exciting product outside the retail travel network creating new growth into diverse distribution channels. This senior sales role will be responsible for implementing sales strategies, formulating new focus for the business through your ability to think outside the square and identify new opportunities. You will have excellent negotiation & presentation skills along with strong commercial awareness.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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FOR MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com