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Travel Daily AU

First with the news

Mon 27 Sep 10

Page 1

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

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TMS
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EK incentive launch

EMIRATES has today kicked off its annual travel trade incentive with a bang - including a full page at the start of *Travel Daily*.

From today until 21 Nov travel consultants who register and sell EK tickets to Europe will go into the draw to win four grand prizes of business class flights for two to any of Emirates' 25 European destinations.

And there are also weekly team rewards, with consultants able to pool their points to earn bigger prizes as they sell more flights.

See emiratestoeurope.com.au.

Trip 

Travel rewards & incentive program

Trip to the States

EARN 500 BONUS TRIP POINTS on every USA land booking made with

 Holidays



Offer valid for bookings made and deposited in Sept '10 for departures 01 Sept '10 - 31 Mar '11. Conditions apply.

Not a Trip member? Join today!

Tourism NT res system

TOURISM NT has today issued a request for tender for a new travel wholesale reservations system, which it says it plans to use to "revolutionise the internal and external business processes".

The proposed new system would be implemented for an initial 3 year period, with the aim of providing "effective and efficient communication" with a range of channels including the

Territory Discoveries wholesale operation - plus a range of "Business to Consumer and aggregator distribution channels".

Currently Territory Discoveries uses Calypso, and one of the prospective tenderers is Calypso operator Tourism Technologies.

"The Territory Discoveries business model is shifting to that of an online distributor," the document says, with the new system required to enable reservations across all product categories "directly by agents and consumers through wholesaler supplied B2B and B2C web interfaces" or XML services.

The system must also offer the ability for authorised users to manage both travel agent and consumer reservations, "including the ability to convert consumer reservations into travel agent reservations if required."

Honeymoon is over

JEAN Kouriel, the long-time managing director of Honeymoon Worldwide Holidays, has stepped down from his role after 11 years.

In a letter circulated to the industry, Kouriel said the decision to resign effective immediately had not been taken lightly but "It is now time to move onto another challenge".

Despite stepping down, Kouriel is still a major shareholder in the company, according to official Australian Securities and Investments Commission records.

Today's Travel Daily

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

- AA Appointments
- Alaska Downunder 2010
- Consolidated/THAI incentive

TG Cup incentive

CONSOLIDATED Travel is running a promotion in which agents who sell \$10,000 worth of THAI Airways International tickets between 15 Sep and 14 Nov are entered into a draw to win a place in one of the corporate marquees at Stakes Day during the Melbourne Cup racing carnival - details on page ten.

Vale Craig Lee

THE travel industry is today mourning the death of Craig Lee, regional director Australia for Air Tahiti Nui, who died peacefully in Sydney yesterday after a battle with cancer.

He had been with TN since 2004, and before that with Air NZ for more than 20 years.

Florence in MEL

THE Italian Govt Tourist Office has advised that its event showcasing the city of Florence (TD Fri) will be held on Tue 28 Sep - details 02 9262 1666.

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Travel Daily_{AU}

First with the news

Mon 27 Sep 10

Page 2

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

10 GOOD REASONS TO VISIT NEW CALEDONIA

4 It's Great Value

The Australian dollar is at a high against the local currency

Aircalin
International Airline of New Caledonia

[CLICK HERE FOR THE OTHER 9 REASONS](#)

ACCC hails \$15m Cabcharge fine

TAXI payments network Cabcharge has been fined a whopping \$15m for "misuse of market power" in a Victorian court case brought by the ACCC.

The Trade Practices Act proceedings related to a refusal by Cabcharge to allow competing suppliers of electronic payment processing services (Mpos Australia and Travel Tab Australia) for taxis to process Cabcharge payment products, as well as the "below cost supply of Cabcharge taxi meters and associated fare schedule updates for an anti-competitive purpose".

ACCC chairman Graeme Samuel said "the decision reflects the determination by the ACCC to seek significantly higher penalties for breaches of the competition provisions of the Trade Practices Act," with Cabcharge admitting to contravening the legislation.

"The penalties imposed are a sharp reminder of the need for companies with market power to exercise such power wisely and legally," Samuel said.

TRIP OF A LIFETIME

WIN x2 nights Suite Accommodation at Resorts World Sentosa*



[CLICK HERE FOR DETAILS](#)

NZ chief pushes DJ pact

AIR New Zealand ceo Rob Fyfe has continued his rhetoric promoting the proposed NZ alliance with Virgin Blue, telling shareholders at the Air NZ agm on Fri that if the ACCC denies the deal it will "leave the dominant power of the Qantas-Jetstar bloc completely unchecked".

He said that if the agreement is allowed to proceed, Air NZ passengers would benefit from access to 420 new route combinations, attractive rates on connecting domestic sectors within Australia, reciprocal frequent flyer programs and lounge access and the "likelihood

DJ hit by IT glitch

THOUSANDS of Virgin Blue passengers were affected by a massive computer glitch over the weekend which disrupted airport check-in and boarding systems.

The carrier is likely to be hit with large claims, with expenses payable of up to \$220 per night for passengers delayed more than four hours - not to mention hundreds of pizzas provided by DJ staff to queued travellers.

116 flights were cancelled yesterday, and although the computer systems are now back online there's a huge backlog.

Passengers who were disrupted yesterday are being advised to stay at their home or hotel until contacted by the carrier, while a further 13 or so services have also been cancelled today.

Virgin Blue is urging passengers travelling today to check online before travelling to the airport for any further changes to scheduled operations.

of new routes being opened up".

Fyfe said that the ACCC appears to hold a view which would allow "an increasingly dominant Qantas and Jetstar Group to marginalise two smaller airlines," and instead urged the approval of the deal which would produce two similarly balanced competitors as a "far more sustained competitive outcome".

MEANWHILE Fyfe said the new 'Seats to Suit' Air New Zealand trans-Tasman fares had received very positive customer feedback, with the lower entry level fares stimulating demand.

And the new long-haul product which includes the economy Skycouch and premium economy SpaceSeats was attracting "Strong levels of interest from customers, especially out of the UK market.

"We believe we will achieve a load and yield premium over our competitors with these seats... especially on highly contested routes such as Los Angeles to London," Fyfe said.

XR industry rates

WA-BASED Skywest Airlines says it has some "wonderful industry fares" available at the moment for retail and corporate travel consultants.

Agents interested in the special rates can email the carrier on sales@skywest.com.au for details.

Moynihan to Coral

NRMA'S Tourism Leisure Holdings has appointed Diane Moynihan as marketing manager of Pacific specialist Coral Seas.

Her most recent role was as gm of New Caledonia Tourism.



Window Seat

DELEGATES at last week's 2010 Star Alliance National Conference in Sydney took part in some unusual team building events, including a 'Race around the World' (see page four).

The challenges also saw participants creating a "human aircraft," with one of the efforts shown below prompting questions such as what's actually powering those engines.



THE world's newest A380 destination is the Spanish holiday island of Mallorca.

German flag carrier Lufthansa has announced plans for two flights only next week to the popular holiday spot, with direct services from Frankfurt to operate on 02 and 03 Oct being billed as a "day trip on the superjumbo".

Prices on the special flights lead in at just €99 in economy class - but passengers are only allowed to take hand luggage because the airport isn't fully equipped to deal with the A380.

After the holiday flights the Lufthansa A380 will resume its normal schedules, operating between Germany and Tokyo, Beijing and Johannesburg.

WOW Sale! 3 days only!

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+ Half price deposits*

Offer available for new bookings on all Royal Caribbean Cruises from Jan 2011

*Conditions apply

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HELEN McIVER

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Mon 27 Sep 10

Page 3

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World's Best
Business Class.
Skytrax World Airline Awards 2010

QATAR 
AIRWAYS القطرية

United fined for not delaying passengers

IN a curious US Department of Transportation case, United Airlines has paid a US\$12,000 fine related to new rules aimed at preventing long ground delays.

However the fine was levied for reporting incorrect data about some delays, rather than actually breaching the new rules.

The requirements which came into effect in Apr allow for fines of up to US\$27500 per passenger if flights are held on the ground for more than three hours.

However it's only applicable if airlines don't provide food and water during the delay and don't give passengers the opportunity to disembark before the three hour mark.

During May UA was forced to divert a number of flights due to thunderstorms in Denver, with the ground delays ranging from three hours 10 min to four hours 41 min.

However United worked hard to ensure it complied with the new laws, giving customers snacks and drinks and offering the opportunity to exit the planes.

But just to be sure, United also reported the delays to the DoT which then said it had to waste "valuable Department resources" investigating, only to find that the carrier had actually complied.

Ski booking surge

SKIJAPAN.COM says the current strength of the Australian Dollar against the Japanese Yen is having a positive impact on skiing and boarding options in the country.

"This is the most favourable exchange rate for the \$AUD against the Japanese Yen since our Winter 2010/11 Hokkaido and Honshu brochure was released back in April," said general manager Marcus Williams.

The Japanese Yen has risen from the low 70's since the end of May to high 70's in Sep.

He said that customers are benefiting from SkiJapan.com's payment processes, which use rates of exchange on the day balances are paid, "allowing us to pass on real savings as our dollar continues to rebound against overseas currencies," he said.

Blue Lagoon deal

FJI'S Blue Lagoon Cruises has released two-cabin family cruise packages priced from \$1449 per family for a three day Yasawa Islands cruise, based on two adults and up to three kids 15 and under sharing two cabins.

The deal includes all meals, accom, cruise and cultural activities and is available from now until 31 Mar including all school holiday periods - see www.bluelagooncruises.com.

Aussie Specialists on HTI



ABOVE: Earlier this month, Hamilton Island welcomed Tourism Australia's Corroboree The Americas event, with 175 'Aussie Specialist' travel agents descending on the Whitsunday island for 2.5 days of workshops.

The Aussie Specialists spent the last day as a family experiencing the Great Barrier Reef with Fantasea Adventure Cruising.

Last May, Hamilton Island was also the chosen destination for Corroboree Europe.



HEAD OF ACCOUNT MANAGEMENT

MP Travel is an award winning, corporate travel specialist of over 20 years, with offices in Sydney, Melbourne and Brisbane and regarded as one of the industry's most sought after employers.

MP is seeking an experienced Account Manager based in its Sydney CBD office, to strategically manage its corporate clients, head a team of national Account Managers and manage a portfolio of clients. The position reports directly to the joint Managing Directors.

Attributes & Skills:

- Travel account management experience within Australia
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Only shortlisted candidates will be contacted.

Please forward your Resume in confidence to:
humanresources@mptravel.com.au



Our 2010 road show is being held in October and spaces are limited so register now!

Sydney – 19 October , 6 pm at Harbourview Hotel, 17 Blue St, North Sydney

Brisbane – 20 October , 6 pm at Hotel Urban, 345 Wickham Tce, Brisbane

To register your attendance [click here](#).

Registration closes 05 October 2010.

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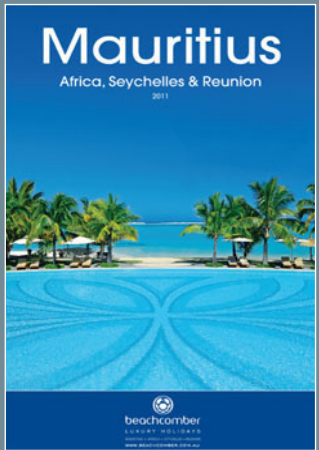




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WA: www.templaronline.com.au

Four more for Accor

ACCOR is boosting its presence further in Victoria, this morning announcing it has signed four new properties under its Mercure and All Seasons brands.

Mercure Horsham, All Seasons Warrnambool and All Seasons Swan Hill will join the group in the final quarter of 2010, while Mercure in Rutherglen is in advanced stages of planning.

"There is considerable optimism in regional areas for economic growth and well-managed hotels with strong branding play an important part in building the tourism infrastructure in these regions," Accor regional manager for VIC/Tas and SA Scott Boyes said.

The new properties lift Accor's portfolio to 31 in Victoria.

MEANWHILE, Boyes said occupancy levels at Accor hotels in Victoria were up 6.2% year-on-year in Aug, and are forecast to be up nearly 15% in Sep.

TMS - profile staff

TRAVEL recruitment firm TMS Asia-Pacific says that the 'war for talent' within travel is continuing to intensify, with employers virtually 'snatching' at potential staff as they become available.

TMS ceo Andrew Chan said most companies are continuing to hire from within the industry, and urged the benefits of psychometric profiling during the interview process.

QF up HKG YQ tax

QANTAS has advised its lifting its YQ fuel surcharge on flights to and from Hong Kong, from US\$61.70 to \$64.90 on all sectors.

Star Alliance runs amok

MORE than 110 people from Star Alliance carriers attended the group's 2010 National Conference at the Sydney Marriott Hotel last week.

Delegates received a briefing on global Star Alliance developments from regional director Nanci Cheberenchick, as well as an update from Star Alliance steering

committee chair Kai Peters of Lufthansa.

A highlight of the day was a 'Race Around the World' competition in which teams ran across the Sydney CBD taking photos (below) representing some of the key destinations passengers can reach on Star Alliance's 14 airfare products.



RIGHT: This group really got into the spirit of things, even downing a few beers to truly evoke the spirit of Germany's Oktoberfest.

LEFT: This was the sterling effort of another group to highlight Star Alliance routes to the USA.



BELOW: The Star Alliance also operates flights to Spain, as depicted in this tapas-fuelled effort.

BELOW: It was looking tricky to depict Star Alliance routes in South America - until this Brazil-clad innocent passerby stepped into the picture.



BELOW: This group is kicking up their heels to celebrate Star Alliance routes to London - where there's another Hyde Park.



AND below, this group made sure Star Alliance routes to Australia were not forgotten.



HRG Australia - A leading global travel management company currently has an opportunity for an experienced Business Manager to join our dynamic Business Management team.

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This role will be suited to a person with extensive industry expertise and high level analytical and communication skills. You will be highly organised and disciplined with an in-depth understanding of industry technologies and the benefits they can bring to travel programs. You will have the ability to build strong relationships and a proven track record of successfully managing corporate accounts. This role will give you the autonomy to make decisions and ensure that your clients travel program remains at the cutting edge.

For more information, or to apply for this role please visit the HRG Australia website at www.hrgworldwide.com.au.

Applications close Friday 1 October 2010

Venture for free

VENTURE Holidays is offering a free domestic flight in Malaysia with Malaysia Airlines when booking and air and land package ex SYD, MEL or ADL.

The free flights are valid on travel between Penang, Kuantan and Terengganu, and there's also the option for add on airfares priced from just \$3 to Langkawi.

The deals are on sale until 06 Oct, for travel from now until 08 Dec and 15 Jan to 14 Jun.

See ventureholidays.com.au.

WIN A MAGAZINE SUBSCRIPTION FOR 12 MONTHS



Are you familiar with the amazing products that Hahn Air Ticketing offer? This week, Hahn Air is giving five lucky **Travel Daily** readers the chance to win a yearly magazine subscription from a choice of 10 titles (pictured to the sides).

To enter this great competition, simply be the first subscriber to correctly

email the answer to the question below to:

hahnaircomp@traveldaily.com.au

How many partner airlines do Hahn Air have ticketing agreements with globally?

Clue! Check out the airline profiles at the bottom of the home page on hahnair.com



Treasure stay pay

TREASURE Island Resort in Fiji is offering a Stay 6, Pay 3 deal for bookings made between 15 Oct 2010 and 31 Mar 2011.

Available through wholesalers, the promo also includes a reduced meal plan offer for adults, and kids stay, play and eat free.

The deal is on sale until 19 Dec.

EY extend AT pact

ETIHAD Airways has extended its codeshare agreement with Royal Air Maroc to cover services between Casablanca to Agadir, Laayoune, Fez and Marrakesh.

Royal Air Maroc will in turn place its code on EY's routes from Abu Dhabi to Bahrain, Kuwait, Oman and Singapore.

Antarctic savings

BENTOURS has slashed the price of five of its Hurtigruten cruises to Antarctica by 20% as part of a new early bird deal for bookings made before 31 Mar.

The deal applies to Shackleton's Christmas Adventure (now priced from \$8225 per person), the Polar Circle Quest and the Weddell Sea Adventure (both from \$7084pp).

Viva!'s SQ deals

FOLLOWING Singapore Airlines launch of first round Earlybird airfare deals to Europe (TD Fri) Viva! Holidays has announced the release of its own SQ packages.

Package prices departing from Perth start from \$2,085pp for three nights in Paris, or \$2,199 for three nights in London.

Brindi cuts Port Maq

BRISBANE based Brindabella Airlines has announced it will cease its daily service to Port Macquarie, effective 31 Dec, due to a substantial shortfall in passenger numbers.

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.

Bentours - Antarctica 2011/12

This Scandinavian specialist has included new tours that cross the Polar Circle and explore Machu Picchu and Rio Carnival. Also included are seven cruises sailing for between 11 and 20 days over South Georgia, Falkland Islands and Latin America. Bentours is offering 20% off its Hurtigruten Antarctic cruises for new bookings made by 31 Mar. More info at bentours.com.au or call 1800 221 712.



Globus - Italy and Spain 2011

This new brochure offers 12 journeys covering the entire country. For the launch of the new brochure savings of up to \$300 off per couple are being offered on the 13 day Italian Mosaic tour, priced from \$2529pp for bookings made by 15 Dec plus a further 2.5% off tours paid in full four months in advance. More at www.globus.com.au.



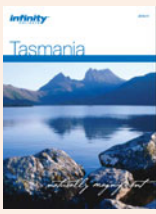
Infinity - New Zealand 2010-11

New Zealand is bulging with new product this year with much of the North and South Island having been split into its own regions. Self drive itineraries have been included for both the North and South Islands, as well as new lodges product. New Zealand is also a stand alone destination this year having shed Lord Howe Island and Norfolk Island.



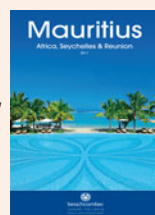
Infinity - Tasmania 2010-11

This brochure will be on the shelves soon highlighting the best of what this state has to offer with new 'Favourites' pages. This year, the focus will be on self drive itineraries with two pages of suggested itineraries and Tasmanian Parks and Wildlife Passes featured as a good compliment to these DIY holidays. There is also an exclusive section dedicated to Port Arthur.



Beachcomber - Mauritius 2011

This new 64 page Mauritius brochure includes itineraries to Africa, Seychelles and Reunion. Dedicated pages to honeymoons includes weddings, special gifts and packages with deals offering up to 50% off. Beachcomber is also offering free weddings at select hotels during 2011. New for 2011 is the 5* Trou aux Biches Resort and Spa scheduled to open on 05 Nov. Brochures are available through TIFS, or visit beachcomber.com.au.



Abercrombie and Kent - Inspiring Journeys 11

This 94 page brochure has a new format to better suit agents and their clients. It has been designed to 'impart the style' of tours that A&K offer, making it easier to sell the experience to clients. Sujata Raman, md of A&K said there is also lots of info on the website including new easy to download PDF itineraries for agents to give to their clients. More info available at - abercrombiekent.com.au.



V&T Venues and destination planner 2011 Meeting and Event planners will be able to pick up a copy of the 200 page planner in January 2011. The planner includes destination based info and a comprehensive directory of the region's best venues. The planner has been developed in partnership with TravelEdge and supported with editorial from Vacations & Travel magazine.



STATE SALES MANAGERS NSW & QLD

Bunnik Tours, one of Australia's fastest growing and most dynamic travel companies, is creating exciting new opportunities in NSW and QLD. We are looking for energetic and experienced travel professionals to represent Bunnik Tours to the industry.

This will be an interesting and challenging role with massive growth potential. This is your chance to get involved and grow our trade presence from the ground up in these key markets.

In return for a generous package including expenses, benefits and achievable bonuses we are looking for a highly experienced industry professional with the drive and passion to succeed.

To apply, or for more information contact:

Samantha Badcock at Hunter Careers

email jobs@huntercareers.com.au

or call 0449 976 844 (please quote ref no 10005)



New Peppers deal

PEPPERS Retreats, Resorts and Hotels is offering a launch rate of \$200 per night at its new signing, Peppers Coorabell Retreat near Byron, valid for stays to 22 Dec. For info, phone 1300 987 600.

MGTO showcases Macau



ABOVE: The Macau Government Tourist Office recently hosted a group of eight wholesalers, online travel companies and travel management businesses on a family to Macau, flying via Hong Kong with Virgin Atlantic and staying at the Grand Emperor Hotel.

The group enjoyed the culture and cuisine in Macau including some of the territory's World Heritage listed sites and shopping.

Also on the trip, the group had the chance to see the vast range of accommodation the city offers,

including small boutique hotels to some of the largest integrated resorts in the world.

Pictured above *from left* are: Renata Cibmleris, Qantas Holidays; Roni Trieu, Virgin Atlantic; Melesa Cooley, Blue Holidays; Gloria Baidarman, World Business Travel; Maggie Zeng, Viva Holidays; Elise Saez, wotif.com; Linda Liu, China Travel Service; Jo Hayler, travel.com.au; Charmaine Wong, Ananda Travel, and Benjamin Zaubzer, MGTO marketing manager for Australia/New Zealand.

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As someone with at least 2 years experience using native Sabre or competitor CRS functionality and a successful history of customer service and support, you will be a strong communicator with the ability to empathise with customers and solve problems quickly. Also required is a quick learner that thrives on a fast paced work environment and that has a genuine focus and interest on providing an exceptional customer service experience.

The ideal candidate will have working knowledge and experience using Sabre Agency Manager (SAM) or a similar mid-office product and an understanding of basic accounting principles.

Now is your opportunity to join a global organisation that offers a challenging and rewarding work environment and where you will be supported to be the best that you can be. If your background meets the criteria outlined above, please send your cover letter and resume to scottp@sabrepacific.com.au or call 02 8204 2624 for a confidential discussion. Applications close Tuesday 5th October 2010.

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.19: What is considered Kaua'i's most popular beach resort, offering white sand beaches, swimming, tide pools, diving and snorkeling?

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

Hint! Visit www.hawaii.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 Friday's lucky winner: Kama Burgess from Travelscene American Express.

Click here for competition terms & conditions



HAWAII!
Hawai'i Tourism Oceania

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AQUA
HOTELS AND RESORTS
HAWAII

Travel Daily
First with the news



TOURISM NT
NORTHERN TERRITORY
AUSTRALIA



Territory
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TOURISM NT

REQUEST FOR TENDER – D10-0352 PROVISION OF A TRAVEL WHOLESALE RESERVATIONS SYSTEM FOR A PERIOD OF 36 MONTHS

Tourism NT is seeking to obtain a travel management system that is a scalable, configurable and an end-to-end internet based solution.

The proposed system will provide a comprehensive travel management system that will revolutionise the internal and external business processes. It will enable effective and efficient communication with Territory Discoveries' B2B (Business-to-Business), B2C (Business-to-Consumer) and aggregator distribution channels.

Documents are available from Contract and Procurement Services, Enterprise House, cnr Knuckey and Woods Streets, Darwin NT, facsimile (08) 8999 1935 or from the Internet at www.nt.gov.au/tenders

For further information contact Karen Harvey at karen.harvey@territorydiscoveries.com

**Tenders close in Darwin at 2:00pm Australian CST on
Wednesday 20 October 2010**



NEW POSITIONS AVAILABLE NOW FOR TALENTED EXECUTIVES

WORK "THE HILL" - TREAD THE HALLS OF POWER GOVERNMENT SALES MANAGER CANBERRA – SALARY PACKAGE OTE \$120K+

This role screams success! As an experienced Sales Manager, you will be capable of leading a team, driving performance and managing high level relationships with key Govt clients. You will be a well respected, professional and self-motivated individual who wants a high profile Brand behind you to elevate your own profile in the industry. You must be well connected in the Capital and know how it ticks.

LEVERAGE YOUR INDUSTRY RELATIONSHIPS BUSINESS DEVELOPMENT MANAGERS SYDNEY – SALARY PACKAGES TO \$75K

Your strong industry relationships can be turned into something fabulous with these exciting new roles. Not just repping roles, you'll be driving business performance, leveraging your relationships to develop further business opportunities and focusing on providing exceptional service to your clients. These 2 roles are both with leading, well known travel Brands and offer genuine career growth.

IF YOU BUILD IT, THEY WILL COME CORPORATE BUSINESS DEVELOPMENT MANAGER SYDNEY & CANBERRA – SALARY PACKAGE TO \$90K

Get back to basics – do the legwork to build a sales pipeline, build relationships, deliver compelling pitches, and win new business. Follow the steps and the rest will follow – a great career with a leading corporate agency, fantastic remuneration package, uncapped earning potential and genuine ongoing career development. If you enjoy working with like-minded, motivated and fun people you'll love working here.

GIANTS ON THE WORLD STAGE 2 X KEY ACCOUNT MANAGERS SYDNEY – SALARY PACKAGE TO \$90K

These are 2 very exciting opportunities for experienced senior Sales & AM professionals to join a Global organization. With a mixture of retention & acquisition targets, the key purpose of your role will be to build & maintain relationships with key client decision-makers, developing further opportunities and growing the business. The ability to identify & define solutions and strong analytical skills are essential.

NAIL THIS ONE WITH YOUR ANALYTICAL SKILLS DATA ANALYST – CORPORATE TRAVEL MELBOURNE – SALARY PACKAGE TO \$75k

Play a pivotal part in the growth of this large Client Management team being responsible for all reporting and data analysis and providing critical support. Requiring advanced EXCEL skills you will be able to interpret, extract and analyse client spend with regards to formulating reports and data. Coupled with your strong analytical skills you will require proficiency preferably with SSRS/Crystal reporting.

PROVIDE YOUR CLIENTS WITH THE BEST CORPORATE ACCOUNT MANAGERS X 2 (SME & MID) MELBOURNE – SALARY PACKAGES \$80K-\$100K OTE

Two fantastic roles have just hit the Melbourne market with two fabulous TMC's. To secure one of these roles you'll be able to show a strong background in account management and be able to make strong suggestions to your clients to improve their bottom line travel spend. The choice is yours whether you prefer the SME market or can sink your teeth into the big guns managing top level accounts.

TAKE FULL CONTROL OF THE BUSINESS RETAIL TRAVEL MANAGERS X 3 GEELONG and PERTH – SALARY PACKAGES TO \$65k + +

These fabulous new Retail Travel Manager roles will shoot your travel career to the next level, gaining a lucrative salary with incentives & bonuses for your hard work plus the benefits of having a well known Brand behind you. Previous management & leadership experience is essential for these great positions as well as strong financial skills. Be part of an organisation which has national success and manage their future growth.

RECRUIT FOR A LEADING AIRLINE HR / RESOURCE COORDINATOR PERTH AIRPORT – SALARY PACKAGE TO \$60k

This iconic international airline requires the skills of a Resource Coordinator within their HR Freight Team responsible for general HR functions including recruitment, coordination of staff rosters, wage costs, leave management and performance reviews. A full understanding of HR policies & procedures with strong knowledge of enterprise bargaining agreements and industrial awards required.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Kate Dalrymple
QLD & 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

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



Beyond Your Dreams.
Within Your Reach.

DOWNUNDER 2010



Do your clients seek scenic beauty, wildlife experiences, adventure, culture, history, and friendly locals?

If the answer is yes, than for these reasons and much more think ALASKA!

We invite you to come and learn more about Alaska from the Alaskan's themselves. They can help you plan the ultimate holiday for clients of all ages. Our Alaskan travel professionals represent different tourism regions, tour and accommodation companies and can provide you with a wealth of information. There will be one on one time, presentations, games, prizes and great food.

**RSVP to: Oceania.Syd@aviareps.com
by the 4th October 2010.**

This event is strictly limited and RSVPs will be taken on first come first serve basis. So don't miss out reserve your seat today!

SYDNEY

Monday
18 October 2010
5.30pm Market Place Open
6pm-9pm

Amora Hotel
11 Jamison Street
Sydney

BRISBANE

Tuesday
19 October 2010
5.30pm Market Place Open
6pm-9pm

Sebel Citigate Hotel
King George Square
Cnr Roma & Ann Streets
Brisbane

MELBOURNE

Wednesday
20 October 2010
5.30pm Market Place Open
6pm-9pm

Rydges Hotel
186 Exhibition Street
Melbourne

AUCKLAND

Thursday
21 October 2010
5.30pm Market Place Open
6pm-9pm

Rydges Hotel
Cnr Federal &
Kingston Streets
Auckland

Please note: A no show fee of \$50 pp will be charged if no attendance on the evening.



Quikfares

Quickticket

Be a winner at this year's Melbourne Cup Carnival 2010

**Sell a minimum of \$10,000.00 worth of tickets on
Thai Airways International between 15 September &
14 October 2010 to go into the draw & you could be lapping
it up in one of the Corporate Marquees at STAKES DAY!**

**There are also daily prizes to be won. For every 4 (four) return
Thai Airways tickets (ex Aust) receive a \$100 voucher.**

***Conditions:** Valid for tickets issued by Consolidated Travel or via Quickticket between 15 September - 14 October 2010 on 100% TG itineraries ex Australia and plated to TG (217) ticket stock on the Consolidated Travel IATA only. Child, Infant, Group Sales, Cancelled or Refunded tickets are not eligible. Consolidated Travel and Thai Airways reserve the right to alter or withdraw the promotion at any time. Minimum Sales of \$10,000.00 is required to be eligible for the major prize draw (Stakes Day 06 November 2010), airfares, accommodation & entry to Flemington Race course will be included. Vouchers will be capped and distributed on a weekly basis.

 **THAI**
Smooth as silk


**Consolidated Travel
Group**

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