Your new gateway to eXpertsplus points

Book Austrian Airlines, earn points for cash

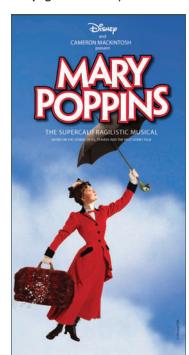




NCL exclusive

www.lufthansaexperts.com

NORWEGIAN Cruise Line is offering exclusive deals for Aussie cruisers on selected *Pride of America* sailings in Hawaii between Apr and Aug - for details see **page ten** of today's **TD**.



Arrives in Sydney at the Capitol Theatre in April 2011! Book your clients package today!



TRADE.TRAVELNT.COM

Our online training program is your centre for learning

qantasholidays.com.au/agents

CENTRE YOUR EFFORTS ON THE

share our story

Oprah drives Oz interest

TOURISM Australia today released figures showing that Oprah's Australian Adventure has already shown strong results.

Speaking at Australian Tourism Exchange in Sydney, TA md Andrew McEvoy said 74% of people aware of the shows agreed that Australia is "worth travelling to", while 61% had already explored Australian travel options in some way.

And 3.3% of those surveyed from an estimated viewing audience of 48 million in the US alone - said they had already booked a trip to Australia. The results are borne out by

Luxury Travel trading

CREDITORS and staff of Gadfly Media have voted in favour of a Deed of Administration, which will see the company which operates Australian Luxury Travel magazine continue trading (*TD* breaking news Fri).

The company was placed into voluntary administration in Feb but after Fri's vote will return to normal operation.

Seven pages of news

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

Inplace Recruitment

NORTHERN TERRITORY travel**nt**.com

Norwegian Cruise Line

statistics from several operators including JTG offshoot Qantas Vacations in the US, which has seen a huge surge in web traffic and call volumes as well as a 30% jump in forward bookings.

McEvoy also said TA was relaxed about the strong outbound travel demand, saying that Aussies overseas often "make friends and bring them back home".

DJ means business

VIRGIN Blue today announced that its new business class A330 services will start operations between Sydney and Perth on 26 May (*TD* breaking news).

The premium offering will initially include return limousine transfers in Sydney, and frequent flyers who take two return business class flights will receive a Velocity Gold 12 month upgrade.

Launch fares on the new flights are \$1399 one way in business class and \$139 one way in economy, with the aircraft to be fitted with multi channel IFE and offering Luke Mangan meals.

Flights will increase to 3 per day by 04 Jul, with Virgin Blue ceo John Borghetti saying the product would eventually roll out across the DJ domestic network. NTIA tickets going AFTA says tickets for the NTIA dinner are selling fast - afta.com.au.

intimate more personal space on our mid-sized ships







Junior Corporate Cons

- ▶ 50% Corporate/50% Leisure
- Sabre and Tramada required

7 night

Asia cruises

from just

\$449pp*

Last call - book now

RoyalCaribbean

INTERNATIONA

www.cruisingpower.com

OUR STEP-BY-STEP GUIDE O ASIA FOR INDEPENDENT Ravellers on any budget

EXPLORE CHINA

CAMBODIA & LAOS

& CHINA

*For details click here

1300 754 500

- Minimum 1 year retail travel exp. Sydney CBD, great career opportunity
- Call Ben Carnegie

inPlace 02 9278 5100 ben@inplacerecruitment.com.au RECRUITMENT www.inplacerecruitment.com.au





CLICK HERE Aircalin

A380s drive QF efficiency

THE growing Qantas A380 fleet will give the carrier a key strategic advantage in the ongoing high fuel price environment, according to ceo Alan Joyce.

Speaking at Australian Tourism Exchange in Sydney this morning, Joyce said the efficiencies and advanced technology of the A380 - and the upcoming 787s - would keep Qantas in the forefront.

He also detailed the planned year-long reconfiguration of nine QF 747s which will commence later this year and will roll out the current A380 product - including fully flat skybeds, new economy

2010 cruise boom

THE International Cruise Council Australasia today released its 2010 statistics (TD breaking news) with a whopping 27% increase in Australian cruise passenger numbers last year.

The 100,000 increase to 466,692 in total equated to a market penetration of 2.1%, up strongly from last year's 1.7% figure - see Cruise Weekly tomorrow.

seats and IFE - giving a consistent offering across the fleet.

The removal of first class from the QF 747s will add 52 seats to the aircraft, while existing Qantas A380s will also be boosted by 40 seats to 490 in total.

The final eight Qantas A380s will have 550 seats, with the changes allowing the carrier to boost capacity on key routes.

Qantas group gm Rob Gurney also confirmed that the carrier has now finalised a new commercial agreement with American Airlines, and is set to lodge it for approval with the ACCC "shortly".

Gurney reiterated QF's ongoing commitment to the Australian tourism industry, with the new Dallas Fort Worth services to provide access to new markets and the carrier providing more than \$90m in industry support over the last 12 months.

Joyce detailed the rollout of QF's next generation check-in product, and hinted that it was also likely to be implemented across the Tasman.



THE **GREAT MATES RATES SALE**

SYDNEY, MELBOURNE, BRISBANE TO AUCKLAND



TRAVEL PERIODS AND CONDITIONS APPL



A STEP-BY-STEP GUIDE TO ASIA FOR INDEPENDENT TRAVELLERS ON ANY BUDGET

Page 2

TRAVELINDOCHINA



Want a new pair of Jimmy Choo shoes? Jimmy Choo shoes? The way you do business! NSW - QLD - VIC

> To find out more contact us at itravel (02) 9280 0008 or click here



Fly via Doha, to over 90 destinations.



Accor targets China, India

Travel Daily on location at ATE 2011

itravel

Today's issue of *TD* is coming to you from Australian Tourism Exchange in Sydney, courtesy of Tourism Australia.

AUSTRALIAN Tourism Exchange is being held in Sydney this year, returning to the NSW capital for the first time since 2000.

The event is the largest international trade show of its kind in the southern hemisphere, and sees key buyers from across the globe meet with suppliers from across the country in a total of about 100,000 appointments.

Tourism Australia md Andrew McEvoy said ATE2011 would inject about \$10m into the local economy "but many millions more longer term," putting the industry on track to "realise the targets outlined in the 2020 Tourism Industry Potential". ACCOR says it will be the first hotel group in Australia to implement formalised standards to help meet the needs of the fast growing Chinese and Indian tourism markets.

The "Optimum Service Standards" program has been created in consultation with several leading tour operators from these countries, and will initially be implemented in up to 15 Accor properties.

Services will include Chinese and Indian speaking reception staff, Chinese/Indian TV channels and media, specialised concierge service and the addition of specific Chinese and India foods to the breakfast buffet.

Accor said it will arrange for the programs to be "fully accredited and validated by approved external industry organisations."

The move follows rises last year of more than 30% in business from China at Accor hotels, along with a 23% increase from India. "These two markets are

amongst the most promising for Australia's tourism future, and so it is vital that we provide the highest possible level of facilities and service when they visit Australia," said Accor Australia vice president Simon McGrath.

Dreamtime in Sydney

TOURISM Australia has announced that its Dreamtime incentives showcase will be held in Sydney later this year.

About 100 key international business events buyers as well as media will take part in the five day itinerary from 13-18 Nov, with up to seven other destinations across the country now being sought to form part of the program for the delegates from overseas.

The most recent Dreamtime was also held in Sydney in 2009.

Business Events Australia head Penny Lion said the event would "leave buyers with no doubt about the high value Australia delivers".



The ultimate way to travel around Australia Thank you to all of the agents that nominated us for

> BEST TOUR OPERATOR -DOMESTIC

National Travel Industry Awards 2011

We appreciate your support – Vote for Bill Peach Journeys www.billpeachjourneys.com.au



TOURISM Australia and former Qantas ceo chairman Geoff Dixon said this morning that despite recent announcements of capacity cuts, airlines in Australia will have no problem in getting additional planes when demand improves.

Speaking at Australian Tourism Exchange, where Tourism Australia is forecasting a 50% boost in required airline seats to meet projections in the 2020 Tourism Industry Potential, Dixon reminded delegates that Qantas has a large order book.

"I know, because I committed to most of it," he said.

"And there's also a big leasing market - I'm an investor in that.

"Alan Joyce can come to me any time he likes and I'll get him some cheap aircraft," he added.

COUPLES going on a romantic vacation with the aim of making a baby will get a bit of help in the Caribbean, where the Barbados Fertility Centre is marketing specialised conception packages.

It's an expansion of existing medical tourism offerings, with IVF on offer from about US\$6000 - about half the price it costs in the USA.

Full on fertility packages incl flights, accommodation and treatments are available, with the Centre claiming to "provide a unique approach to IVF by providing a stress reduced holiday environment and an individualised treatment program."

See www.barbadosivf.org.



travelwokld

Great holidays. Lasting memories.

Full-Time Retail Travel Consultant

Travelworld Carindale in Brisbane is looking for a Full-Time Retail

We are part of Australia's leading loyalty program - FlyBuys and are

the number 1 Travelworld in Queensland for over 10 travel partners,

The successful candidate must be motivated, well presented, highly

organized and possess exceptional customer service AND sales

Applicants with good airfare knowledge, a travel speciality such as

To become part of this award winning team please send your

resume to jobs@travelworldcarindale.com.au

cruising and personal travel experience will be highly regarded.

including being a QANTAS Holidays Premium Agency and a member

Travel Consultant to join their award winning team.

of the exclusive Cruiseco Consortium.

skills.

To celebrate the launch of our NEW website we're giving you the chance to win a \$1000 Coles Myer Voucher for your agency. All you have to do is register your agency on our site.

CLICK HERE TO REGISTER

NEW! www.helenwongstours.com



Whistler spring savings

WHISTLER Blackcomb is offering unlimited skiing for the rest of the season for those who purchase a 2011/12 season pass, pay US\$199 now and US\$1000 balance in Sep.

New French theme: Parlez vous Design

ATOUT France in Australasia will shortly kick off a new three year marketing & communication theme, to be dubbed, 'Parlez vous Design?' (do you speak design?).

The French Tourism authority's Australia/NZ director, Patrick Benhamou told **TD** in Bordeaux last week the imminent launch of the latest branding follows Atout France's highly successful previously used theme 'Made in France'.

Travel Special of the Week

Breakas Resort Vanuatu from \$668* including flights CLICK HERE FOR MORE! Benhamou said it was necessary to "change directions and themes and renew traveller

interest, and renew the attractivity of France, to keep it fresh."

The new theme will be featured in Benhamou's latest magazine, which also happens to be his 50th publication, and 20th for the Australian market - 10 each for the trade and consumer.

The 'unique' production will "enhance the capability of the French, to innovate in terms of design," Benhamou says.

It will focus not only on the travel, hospitality, restaurant and boutique industry, but on French champagne, stadiums, bridges and convention centres, he said.

A celebrity interview with Nicole Kidman talking about her favourite French things is featured in the issue, which incidently will also have a 3D image on the front cover.

'Parlez vous Design' will be used also by Atout France online and through its advertising too.



ABOVE: Sunlover Holidays hosted 25 Travelscene American Express winners from its Tropical North Queensland incentive to the Whitsundays recently.

Highlights of the trip included a cruise to Whitehaven Beach, feeding marine life at Living Reef on Daydream Island and a delightful dinner at Ramanos Restaurant on Hamilton Island.

Pictured above are the TSAX agents enjoying themselves on the sparkling Whitsundays water: Fleur Thornton, Sunlover WA BDM; Hannah Tabak, Sunlover Vic BDM; Kerrie Selby, TSAX Qld BDM; Jodi Hawthorne TSAX NSW BDM; Christine Morton, TSAX Caloundra; Sarah Wilmott and

Natasha Wynne, Globenet; Marguerite Stimson and Sarah Forbes, MTA Travel; Kristy Collier, Eyre Travel; Nicole Isling, Phil Hoffmann Norwood; Laura Zorzi, Phil Hoffmann Glenelg; Rachel Stapleton, Phil Hoffmann Stirling; Julie Dumesny, The Travel Planner; Peter Emms and Geoffrey Pfitzner, TSAX Sale; Kim Klloger, Mentone Travel Service; Jennifer Ito, Croydon Travel; Annette Roberts and Liesl Visagie, Benalla Travel; Kate McClintock and Shannon Craft. TSAX Cessnock; Kim Armstrong, TSAX Batemans Bay; Teresa Petrocco, TSAX Rouse Hill; Marcela Hrncir, St Ives Travel; and Loula Georgiou, Kingsford Travel.





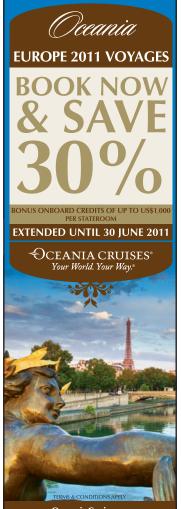
Monday 4th Apr 2011

NZ upskills Qld agents

TOURISM New Zealand is in the middle of a two week long series of Qld roadshows, meeting with travel agents in Brisbane, Airlie Beach, Cairns and Port Douglas.

The events are being hosted in conjunction with the Backpacker, Youth and Adventure Travel Association, aiming to update the industry on NZ's extensive youth tourism offerings.

It's part of TNZ's 100% Pure You brand campaign, with free regos for the Cairns and Port Douglas events on info@byata.org.nz.



www.OceaniaCruises.com.au

TQUAL launched

TOURISM minister Martin Ferguson on Sat formally launched the new TQUAL tourism accreditation trademark and associated framework.

Speaking at ATE in Sydney, Ferguson said "the national TQUAL mark will help visitors choose businesses they can rely on; businesses which have signed up to standards including customer service, environmental practices and accuracy in advertising".

The voluntary scheme is part of the National Long Term Tourism Strategy, with the TQUAL mark to be backed by the government and Tourism Australia's "global marketing power," he said.

The accreditation scheme has been funded to the tune of \$5.5 million over four years, with businesses able to apply for the TQUAL mark through a number of "sector accreditation programs" managed by the Tourism Quality Council of Australia.

More at www.ret.gov.au/tqual.

DJ Navitaire deal

VIRGIN Blue also today confirmed that it's settled its dispute with reservations provider Navitaire after last year's massive outage which saw major disruptions across the DJ network for some days.

The terms of the "mutually satisfactory" settlement are confidential, and have already been taken into account in the carrier's most recent profit downgrade (*TD* 23 Mar).

Last year DJ estimated the dramas would hit its pre-tax profit by \$15-\$20 million.

Adventure winner

TAHNEE Mackay, Harvey World Travel has been named as the lucky winner of Adventure World and Gap Adventures online feeback survey competition (*TD* 15 Feb), winning a 15 day Gap Adventures Best of Vietnam tour.

WIN a Luxurious Holiday to Abu Dhabi!



Home to the world's first Ferrari Theme Park

Abu Dhabi Tourism Authority is giving one Travel Daily reader and their guest a chance to indulge and luxuriate in the exotic and charming Abu Dhabi emirate. Fly return economy class to Abu Dhabi courtesy of V Australia celebrating their new flights from Sydney and spend a luxurious 5 night stay at the sophisticated Jumeirah at Etihad Towers near the fashionable corniche area. Enjoy a City Spectacular Tour, a Dune Dinner Safari and return airport transfers thanks to Arabian Adventures.

To enter simply name the images displayed each day (pictured) during the month of April 2011 and send your answers to abudhabi@traveldaily.com.au by 5:30pm Saturday 30th April 2011.

(Click here for more information).



St Regis in Thailand

ST Regis Hotels and Resorts has debuted its brand in Thailand with the opening of the 227 guestroom St Regis Bangkok.

Scenic 5 star

SCENIC'S 2011 Canada Corroboree competition winner, Kelly Davis (*TD* Fri) will enjoy a five star Canada famil.



Reporting to the Finance Manager, this full time position is responsible for P & L preparation, balance sheet reconciliations, cash flow preparation, payroll support, GST, FBT returns and budget preparation plus administration support.

We are seeking someone with finance and accounting background with minimum of 3 years experience.

The successful candidate will have completed formal tertiary qualifications.

Expressions of interest should be put forward by Monday 11 April 2011 to maria.lopez@fly.virgin.com

We're open for bookings. The NTIA Nominations are open too.

Click here to vote for Britz/Maui in the Best Car/Campervan Rental Operator Category.



Just go with Hawaiian!



ABOVE: Hawaiian Airlines hosted a group of 30 agents to a preview of the new Jennifer Aniston/Adam Sandler romcom 'Just Go With It' last week.

Included on the VIP guestlist at the fabulous event were the five lucky winners of the Hawaiian Airlines competition which exclusively featured in **TD**.

Pictured above at Sydney's Sony Pictures Theatre are some of the attendees, from left: Rebecca Wall, Hawaii Tourism Oceania; Meredith Salotto, Hawaiian Airlines; Sherilyn Robinson, HA; Diane Butler, Freestyle Holidays; Farid Hacene, Specialist Holidays; and Jenny Bourke, Harveys Choice Holidays.

Accor adds Fraser

KINGFISHER Bay Resort on Fraser Island in Queensland will join the Accor network this month, with the property's hotel component to be rebranded as Mercure Kingfisher Bay Resort Fraser Island from 15 Apr. The 100+ self contained villas won't take on the Mercure brand.



Product Coordinator

- Dynamic growing travel brand
- Excellent team environment
- Attractive salary

Come and join one of Australia's fastest growing escorted touring companies as a member of our Product Team based in Sydney.

You will work with, and support the Product Manager to coordinate the development of our premium touring products that give Evergreen Tours the competitive edge in the marketplace. You must be a first class negotiator, advanced excel skills, have a high attention to detail and a strong ability to undertake multiple tasks. Your expert organisational and analytical skills ensure that you are successful in managing your day to day tasks.

Whilst maintaining a high level of accuracy at all times, your key responsibilities will include contract management, data entry of contracts into the back office system, analysis and reporting of passenger sales for each destination in the portfolio, assisting with brochure production, supplier liaison for each product area as well as coordinating all related administration activities. Advanced excel skills, an understanding of the travel industry, geographical knowledge of Evergreen Tours touring destinations in Europe, Canada, New Zealand, Middle East, Sth America and Australia with operations/logistical experience will be highly regarded.

If this role sounds like you please forward your resume along with salary expectations to employment@scenictours.com with the subject line Product Coordinator by COB Monday, 11 April 2011.



Monday 4th Apr 2011

P&O offers Botox

IF a cruise holiday isn't enough to ease those stress-induced wrinkles, passengers on P&O's *Pacific Jewel* will be able to access a new range of cosmetic medical treatments in the ship's spa.

Prices start at \$330 for a wrinkle treatment, with other services including acupuncture and teeth whitening.

Treatments are administered by a licensed physician and include Botox Cosmetic, Dysport, Restland and Perlane.

Carnival Australia vice president of Hotel Operations, Sture Myrmell, said the new Medi-Spa reflects the growing interest in health and wellness options among P&O passengers.

506 seats on CZ A380

CHINA Southern Airlines has detailed the initial configuration of its new Airbus A380s, which will have eight seats in First Class, 70 in Business and 428 in economy.

First class will be situated on the superjumbo's lower deck, while the upper deck Business Class will have a staggered 1-2-1 configuration, with an economy section also at the back of the upper deck similar to that of SQ.

It's expected the CZ A380 will debut on the Beijing-Paris route.

Flydubai's 34th

DUBAI-based low cost carrier Flydubai is continuing its focus on Africa, with the launch of thriceweekly 737-800 flights between Dubai and the Ethiopian capital Addis Ababa to start 22 Apr. Addis Ababa is flydubai's 34th

Addis Ababa is flydubai's 34th destination.



Experience global networking on a whole new scale



are you a battery hen or a free-range chicken?

Tired of working on a production line laying standard size eggs? It's time to escape from the factory and come to a place where your leadership and people skills will be appreciated as much as your yield!

We keep growing so now there is a new position available at one of Australia's most respected boutique travel managers - located in the Sydney CBD.

team leader min 5 years corporate travel experience

Yes, the grass is greener on the other side!

If you are energetic, enthusiastic and share our values then you need to contact Hayley Thomas on 02 9900 6969 or Hayley@reho.com





TNSW shopping focus

THE opening of the massive new Westfield shopping centre in the Sydney CBD is seeing Tourism NSW highlight the city's retail offerings during its participation in Australian Tourism Exchange.

Last night TNSW hosted an "exclusive shopping and dining event" at the Westfield centre for about 550 ATE delegates, highlighting Australian designers and global luxury brands.

TNSW executive director Lyndel Gray said that shopping for pleasure is the favourite activity undertaken by Chinese leisure visitors, with the inbound tourism industry estimated to boost Sydney retail coffers by \$810m.

family of brands

AIR BUSINESS DEVELOPMENT MANAGER

Award Winning Wholesale Tour Operator

Competitive Package offered based on experience

This newly created role is responsible for coordinating the Air strategy across our business. Building and managing relationships with airline

and retail partners and providing strategic recommendations on direction

will be a key part of the role. Additional responsibilities include driving

revenue and working internally and externally to increase air sales.

To succeed we're looking for a candidate with at least

three years Sales experience with an extensive understanding of

airfares and air contracting.

To apply, forward your CV and covering letter to

recruitment@globusfamily.com.au with the position title in the

subject line by Friday 8th April 2011.

PLEASE NOTE: Applications will not be accepted via recruitment agencies before the closing date.

COSMOS MONOGRAMS

Big Southwest hole

AUTHORITIES in the US have grounded about 80 Boeing 737-800s after a Southwest Airlines plane carrying 118 people made an emergency landing in Arizona due to a fuselage rupture.

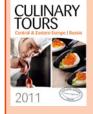
Oxygen masks were deployed as the plane made a rapid controlled descent after a hole appeared in the roof of the cabin.

Southwest operates about 170 of the aircraft type, but about 90 of them have had their aluminium skin replaced in recent years, with the grounded aircraft still awaiting this procedure.

Free Greyhound rides

GREYHOUND Australia will operate free services for war veterans and widows to help celebrate Anzac Day.

The offer is available on services operating 24-26 Apr, with registrations for free trips available by calling 1300 473 946.



Eastern Europe Travel - Culinary Tours This brochure offers culinary themed modules for independent travellers to Hungary, Austria, Slovenia, Romania or Russia, and a group tour program featuring Maggie Beer and Ita Buttrose as celebrity guests. Included are 4 and 5-star accom, cooking classes, "show kitchens", produce markets, top restaurants, sightseeing and more. Call 1300 668 844.

Lodges of New Zealand



This brochure showcases a range of unique accommodation options across New Zealand which promise to "fulfil the promise of the outstanding New Zealand landscape. Hospitality at all of the five star luxury properties extends to offering unique experiences such as personally guided tours, spa treatments, helicopter adventures, fantastic cuisine and fine wines - more details at www.lodgesofnz.co.nz.



Icon Holidays - Greece, Turkey, Egypt, India, Jordan, Israel, Syria 2011/12

Icon Holidays has created a new Icon Journeys program, with 40 itineraries available. Departures are all year round with a minimum of two passengers on each. The new product range includes unique private touring itineraries in Jordan, Syria and Israel. Brochures available through TIFS or at iconjourneys.com.



Momento Travel Services - Experience Canada 2011 The inaugural Experience Canada brochure offers a selection of hand picked Canadian experiences including Rocky Mountaineer, VIA Rail, sightseeing, bear viewing, coach tours, car hire and more. Momento's programs are adaptable to allow add on excursions or extra days and can be modified to visit an area of particular interest - momentotravel.com.au.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

PO Box 428, West Ryde, NSW 1685

GIOBUS

Phone: 1300 799 220 Fax: 1300 799 221

Publisher/Managing Editor: Bruce Piper Editor: Guy Dundas

Contributors: Chantel Long, Lisa Maroun, Jenny Piper and Barry Matheson Email: info@traveldaily.com.au

Advertising and Marketing: Lisa Maroun (Manager), Lisa Martin and Magda Herdzik Email: advertising@traveldaily.com.au Business Manager: Jenny Piper Email: accounts@traveldaily.com.au

ravel DailvTV

Travel Daily Group:

DAILY Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of Travel Daily no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper

CRUISE

AVALON

Pharmacy

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.

Travel2 - Cook Islands 2011/12

This is the first time that Travel2 has released a

standalone Cook Islands brochure featuring 15 pages

showcasing 27 hotels in Rarotonga, Aitutaki and the

outer islands of Mtiu and Mangaia. Also included are

Rarotonga. Maps, climate and entry requirements are

eight pages of detailed info on 10 villas situated in

all featured, with brochures available through TIFS.





AA HAS BEEN PROUDLY NOMINATED IN THE 2011 AFTA AWARDS. TO SHOW YOUR SUPPORT PLEASE **VOTE AA NUMBER 1 IN** "BEST AGENCY SUPPORT SERVICES"



VOTE FOR THE MOST EXPERIENCED EXECUTIVE TEAM IN AUSTRALIA

A GREAT CHALLENGE FOR A HARD HITTER SALES/PARTNERSHIP MANAGER SYDNEY - SALARY PACKAGE OTE \$200K+

This is a key role for a hard-hitting Sales professional with good knowledge of airline commercial operations and distribution. It is essential that you are experienced in creating pipelines, high level negotiations, client relationship management and strategic planning. This rare opportunity with a global organization is available now for a seasoned professional looking for wider horizons and aiming for greater success.

A LEADERSHIP ROLE WITH A LEADING BRAND **REGIONAL SALES & ACCOUNT MANAGER BRISBANE - SALARY PACKAGE OTE \$115K**

This is an exciting role with a leading Corporate agency at a management level. You will be highly experienced in sales and account management with the proven ability to grow and retain your portfolio. You will need strong leadership skills, be a great communicator and have the ability to motivate, drive and develop a team to ensure the performance of the business is strong. With a great brand you'll go a long way.

THIS SALES ROLE WILL BE MUSIC TO YOUR EARS **SALES & PROMOTIONS OFFICER** SYDNEY – SALARY PACKAGE to \$60K INC CAR

This is an exciting position with a unique travel company offering fascinating group tours to international destinations. For this role you will need experience working on the road in sales, being driven by achieving sales targets and building rapport with customers. You will be delivering presentations so your public speaking and grooming will be perfect. This is a sales role with a twist, so if you're curious please apply now.

A ROLE WITH A DIFFERENCE **TRAVEL MANAGER MELBOURNE – SALARY PACKAGE \$60k**

Join this successful organization in the events and group space where you will be responsible for managing their in-house travel desk. With your skills & experience you will be able to process group flights, add in pre & post touring requirements and juggle a busy workload. This senior role is sure to impress those looking for a challenge and a unique role. A great opportunity to join a market leader.

THE BUSINESS OF TRAVEL & EVENTS CORPORATE AND MICE BUSINESS DEVELOPMENT SYDNEY - SALARY PACKAGES OTE \$100K+

Now is a great time to take advantage of one of these great sales roles. If you have experience in the corporate market sourcing leads and winning new business, you could be rewarded with a top salary, amazing commissions, a dynamic organization, and a fantastic team including awesome leadership from the best in the business. Target-focused confident sales people should race in for this opportunity.

WALK THE HALLS OF POWER **CLIENT RELATIONS - GOVERNMENT CANBERRA – SALARY PACKAGE to \$90K**

If you have managed extremely high level and high value corporate relationships this new position will raise your portfolio to the pinnacle of VIP. Managing key government business you will be using your strong negotiation skills to maintain & maximize opportunities for the business. You'll need confident communication and presentation skills. This corporate agency provides all the tools you need to succeed.

LUCRATIVE SALARY IN ACCOUNT MANAGEMENT **SENIOR ACCOUNT MANAGER X 2** BRISBANE - SALARY PACKAGES OTE \$120K

Are you the master in keeping relationships strong? These 2 great roles are exciting opportunities to join market leaders. We are looking for polished and professional individuals who know how to deliver outstanding account management services to their clients, building rapport and analyzing data to effectively manage their high volume business. Strong communication and interpersonal skills are essential.

MIX IT UP IN THE MICE MARKET **BUSINESS DEVELOPMENT and ACCOUNT MANAGEMENT MELBOURNE – SALARY PACKAGE NEGOTIABLE**

Looking for a unique role to spice up your career? Our client is looking for a senior sales manager who has the ability to focus on growth opportunities for this market space while actively building client relationships - a nice split between CRM, Sales and Incentive Management. You will also need an understanding of developing content, proposals and have strong presentation skills with on-site rollout experience.

CONTACT OUR EXECUTIVE TEAM FOR THESE AND MANY MORE GREAT ROLES Linda Green Adriana D'Angelis MANAGING DIRECTOR NSW & ACT Ph: 02 9231 6377 Ph: 02 9231 2825

Carmen Pugh QLD & NT Ph: 07 3229 9600 Kathryn Hebenton VIC, SA, WA Ph: 03 9670 2577

OR EMAIL YOUR APPLICATIC

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



Celebrating 30 years in travel recruitment

Start your job search here



Customer Support - Airlines

Our client is the world's leader in global distribution systems. They are currently expanding the team that supports their airline reservations clients. This position is on a 7 day

rotating roster 8.00am - 6.00pm so flexibility Ben Carnegie to work shifts is required. Some weekend work but not all. Ideal if you have an airline background or Airline ops/reservations exp.

- Solid Amadeus including fares & ticketing essential
- Penalty rates paid for weekend shifts
- Salary up to \$55K + super, Sydney

Click here for more details or call Ben.

Groups Consultant - Corporate Travel & Events

This well established corporate travel and events company is seeking an experienced Groups Consultant to assist with the group movement of corporate travel clients and to support the events and incentives side of the business. Domestic and International itineraries, groups vary from 10 - 1000. Previous groups experience essential and GDS Sabre and Tramada is highly regarded.

- Vibrant work environment, 'work hard, play hard' ethic
- Centrally located Sydney CBD offices
- Salary to \$60K

Call or email Ben for more details.



Retail Consultant - Full or Part time

Looking for a work life balance? Save travel time working close to home! Well established stable agency chain with two locations in the Sydney Hills district. Friendly, experienced small

teams make their working environment very Kristi Gomm appealing. Galileo CRS an advantage, strong international airfares and ticketing essential.

Prefer full time but will look at part timer

- Sydney Hills district
- Salary up to \$40-45K DOE

Click here for more details or call Kristi.



Product & Marketing Executive

This is an innovative online travel company who sell a wide range of packaged holiday products across the globe. As part of a much larger network this organisation is one of the most

Liz Vibert

dynamic and forward thinking companies of its field. In this role you will ensure competitive pricing across all products with an emphasis on hotels and create marketing briefs.

- Progress your career in this role
- North Sydney location
- Salary up to \$60K + super

Click here for more details or call Liz.

Corporate Online Support Consultant

Looking to work in Corporate travel? This company is forward thinking and doesn't just follow suit. They are a friendly office with years of consulting experience combined. You will be dealing with business travellers itineraries online as well as being the first point of contact for any requests or changes after the booking has been made. Galileo CRS an advantage, domestic fares & ticketing plus a good eye for detail is req'd.

- Work Monday to Friday only
- Burwood, Melbourne location
- Salary up to 45K + super

Click here for more details or call Liz.



VIP Corporate Consultant

Watch your career soar with this Global Corporate TMC! With agencies worldwide the career potential is unlimited. In this role you will be looking after VIP accounts, providing

a high level of customer service. You will work Sandra Chiles as part of a large office within a small team servicing dedicated portfolios of predominately international itineraries.

- Galileo CRS an advantage
- Melbourne CBD
- Salary up to \$60K + super

Click here for more details or call Sandra.

We are delighted to again be nominated for 'Best Agency Support Service' in the 2011 National Travel Industry Awards, to vote for us click here!

For all the latest travel jobs visit: www.inplacerecruitment.com.au or Email:jobs@inplacerecruitment.com.au

Call 02 9278 5100 1300 inPlace (1300 467 522)

Now's the time to catch the islands

Limited Time Limited Cabins



Cruise Hawaii 4 islands 7 nights

Fall in love with Hawaii onboard the Pride of America, where the spirit of Aloha is very much a part of your day. It goes without saying that Hawaii is full of amazing places to explore. Active volcanoes, deep, lush canyons, endless beaches. Or, relax and enjoy the view from one of our Balcony Staterooms or Suites & Villas. Take your pick. And that's all before the Lu'au begins.

INCLUDES: All meals and entertainment onboard – Prepaid cruise gratuities – Government fees & port charges

> Inside Cabin \$979* Window Cabin \$1299* Balcony Cabin \$1399*

www.ncl.com

For bookings & further information contact your preferred Wholesaler



Cruise departs every Saturday from Honolulu.

*Price is per person twin share & includes all relative taxes, surcharges & gratuities. Inside price is based on CAT K, Window Price based on CAT G, Balcony price based on CAT BG for 16 April 11 departure. Limited cabins available at these promotional rates. Rates are valid until 1 May. Prices may vary for other sailing dates, Prices are capacity controlled & are subject to change without notice due to fluctuation in charges or can be withdrawn without notice at any time. Single passengers must pay a single supplement. Further conditions & cancellation penalties apply. Please enquire. Every effort is made to ensure advertisement and website accuracy, however Norwegian Cruise Line cannot be held responsible for printing or typographical errors, or errors arising from unforeseen circumstances. Pricing correct as at 30 March 2011. SCS 25323–Trade