Top travel places to work

PEOPLE certainly appear to want to work in the Australian travel industry, with an awards ceremony last night in Sydney to highlight the country’s top employers seeing several major travel firms take top honours.

The inaugural ‘Randstad Awards’, organised by HR services provider Randstad, saw Virgin Blue come in first place as Australia’s most attractive employer - just pipping Qantas which came in second place.

The top 20 also included Jetset Travelworld, Flight Centre and Jetstar, with the awards based on research undertaken late in 2010. The firm identified Australia’s largest 150 companies, and asked 7000 jobseekers to rank them on “key metrics of attractiveness”.

The research takes brand awareness into consideration, to compensate for a possible bias towards better known companies. Randstad Awards have been conducted in Europe since 2000 but this was the first time the program has been run here.

The company said that with global skills shortages intensifying “the importance of strong employer branding and company perception amongst potential and existing employees should not be underestimated”.

Claire Davies to STB

THE Singapore Tourism Board has appointed Claire Davies as its new Manager Oceania.

Davies is well known to the industry through previous positions at Tourism Victoria, Hawaii Tourism and the Abu Dhabi Tourism Authority, and is returning to the Australian tourism industry after seven months of travelling in Europe.

For more industry appointments see page six of today’s issue.

McEvoy ATE wrap-up

TODAY’S TD includes the first of a two-part exclusive column from Tourism Australia md Andrew McEvoy following last week’s Australian Tourism Exchange - p7.

Eight pages of news!

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

- TMS Asia Pacific
- AA Appointments
- Consolidated MH incentive

IT GAVE ME BUTTERFLIES

Click here for more.

Our team braved the camera to provide reasons why you should vote for us in the 2011 AFTA National Travel Industry Awards (not the Academy Awards!) CLICK HERE
Aussies head to Fiji

TOURISM Fiji is hailing a new record for Jan arrivals by Australians, with figures up 11.4% compared to Jan 2010. Australia was Fiji’s primary source of arrivals, comprising 53% of all international visitors during the month, with regional director Paresh Pant saying strong forward bookings from airlines and wholesalers indicate that the good performance will continue throughout the year.

River cruise crash

A RIVER cruise ship operating on the Danube River in Europe has badly damaged a cargo ship in a collision overnight.

The Viktoria had about 150 passengers on board, and is currently on charter to a German tour operator called Elan Touristik, according to USA Today.

No injuries have been reported on either vessel, and passengers are likely to be transferred to another vessel later today.

AA sues Travelport, Orbitz

THE dispute over American Airlines’ controversial “direct connect” reservations system is set to spill over into the courts, with the carrier launching legal action against GDS firm Travelport overnight.

The “civil antitrust lawsuit” aims to “stop exclusionary and anticompetitive business practices” of Travelport as well as online travel agency Orbitz Worldwide, which is not selling AA fares due to the dispute.

AA claims that Travelport effectively controls the distribution of fares and other content to a large number of travel agencies and corporate customers, has engaged in anticompetitive conduct to protect its market position from new competition by alternative technologies “that are both less expensive and more capable”.

The carrier is also saying that Travelport and Orbitz have harmed consumers by “suppressing innovation that would be beneficial to airline passengers,” and is seeking both an injunction against the firms as well as monetary damages.

Orbitz responded by saying that the lawsuit is the “latest in a series of tactics to force Orbitz to adopt an airline ticket distribution model that limits consumer choice and inhibits competition.” American Airlines made the decision to play the role of marketplace bully and pull its fares from Orbitz,” the firm said.

“The unfortunate truth is that American Airlines is attempting to deprive consumers of the ability to compare prices across competing airlines,” it added.

Travelport also responded, dismissing AA’s allegations as “ludicrous and without merit”.

“Travelport believes that AA’s plans to force a more restrictive distribution model would result in inefficiencies and considerable added costs ultimately to be paid by consumers,” the company said, confirming that it will strenuously defend its position in court.

AA has launched a website putting its side of the dispute at www.distributionupdate.com.

Isn’t It About Time?

Your clients can earn an extra 5000 Qantas Frequent Flyer points on South Australia bookings.

Terms and conditions apply. Ends 30 April 2011.

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NEW LUXURY ASIA RIVER CRUISING
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RIVER CRUISING AT ITS FINEST

WIN A 5-STAR YANGTZE CRUISE
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CARNIVAL MAGIC DEBUTS IN EUROPE
New ship! New itineraries! The new Carnival Magic is set to cruise Europe.

EXPERIENCE MACAU!
QF engineer strike vote

ENGINEERS working for Qantas are threatening industrial action, after a vote in favour of strikes in a postal ballot.

The tactic is part of ongoing negotiations between the carrier and the Australian Licensed Aircraft Engineers Association.

The vote means just 72 hours notice must be given before industrial action which could include walkouts of up to 48 hrs.

Vanuatu brand launch

VANUATU Tourism will today officially launch its long-awaited new ‘Discover What Matters’ brand, with a special function in Sydney hosted by dignitaries including Vanuatu Deputy Prime Minister Ham Lini Vanuaroa and Charles Lini, chairman of the Vanuatu Tourism Office.

CWT NSW win

CARLSON Wagonlit Travel has today confirmed that it’s been awarded a second three year term for the NSW government’s travel management contract.

CWT chief operating officer Asia Pacific, Martin Warner, said the program has seen a “dramatic increase in compliance and policy awareness,” with a key aspect being the implementation of a Logical Lowest Fare policy which ensures travellers must book the cheapest practical airfare within a 20 minute window regardless of airline preference, as well as the transition to online booking.

5-day Superski tickets

THREDBO and Perisher in the NSW Snowy Mountains have released a new Superski 5 day ticket allowing skiers and boarders access to both resorts.

Tickets are valid over a six day period and require a three day minimum at the ‘home’ resort.

The Superski ticket is priced from $499 for adults and $275 per child, saving up to $42.

For full details on the pass see www.superski.com.au.

See Branson in a dress

SIR Richard Branson is set to don a “red and sexy AirAsia female flight attendant uniform” after losing a bet over Formula 1 with AirAsia ceo Tony Fernandes.

AirAsia has opened bookings for a special AirAsia X charity flight where Branson will serve passengers in a female flight attendant uniform” after losing a bet over Formula 1 with AirAsia ceo Tony Fernandes.

According to the UK’s Marketing magazine, a BA spokesperson said the campaign would “put a great brand back on the map”.

Northern Lights - AURORA TOURS

4 Days / 3 Nights tour ex Fort McMurray

Selected Departures 23 Sep 2011 – 23 Mar 2012, 3 overnights at the Sawridge Inn, Welcome Dinner, 3 nights of Aurora viewing, see our brochure for full details (p.55).

Explore the ROCKIES

Travel: 1 May – 31 Oct 2011

2 Nights Fairmont Banff Springs, 1 Night Fairmont Lake Louise, 2 Nights Fairmont Jasper Park Lodge.

FREEBIE: 5 Days car hire & GPS (all incl.)

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Website: www.traveldaily.com.au | Phone: 1300 799 220 | Fax: 1300 799 221 | Email: info@traveldaily.com.au
AKL Feb traffic
AUCKLAND International Airport has reported a 5.7% increase in total international passenger volumes in Feb, with Australian arrivals growing strongly, up 8.2%.

The major growth was on flights from Cairns and Adelaide. The airport is likely to see further increases in traffic, with China Southern Airlines this week confirming it would increase its new direct Guangzhou-Auckland flights to daily.

Auckland Airport also owns part of Cairns Airport, where traffic in Feb soared 26.9% despite the airport being closed for a day due to Cyclone Yasi.

QF boosts WG levy
QANTAS has announced a 48% increase in its Domestic Safety and Security Charge, which will become $4.46 per sector for all QF domestic ports in Australia except QLP (Olympic Dam). The new level, which has increased from $3 currently, is effective for sales and travel on or after 21 Apr 2011.

Qantas Holidays
Qantas Holidays have teamed up with Orient-Express this week and is giving five lucky travel consultants the chance to win a double pass to the preview session of Mary Poppins on 21 April 2011. As Australia’s leading wholesaler specialising in Events, Qantas Holidays proudly offers your clients to come and step into the magical world of Mary Poppins, opening at the Capitol Theatre, Sydney in May 2011. For your chance to win a double pass to the preview session of Mary Poppins, simply be the first to answer the question below: What is the name of the actress who plays Mary Poppins in the Australian cast?

Top Orient-Express agents
ABOVE: Orient-Express held an event to celebrate the success of its Australian Chapter of the Bellini Club that was launched on 01 Jan. The exclusive evening held at the Observatory Hotel in Sydney late last month attracted a number of top agents, with the group enjoying a Gala dinner and train ride to Sydney’s old Observatory for star gazing and Champagne.

The Bellini Club is a global initiative that selectively invites the world’s top travel professionals to exchange ideas and expertise as well as offer benefits for agents, agencies and clients by working together with Orient-Express and select retail agency partners worldwide, OE’s director of sales Aust/NZ, Shane Arnold said.

Members can expect to receive enhanced commissions as well as exclusive Come & Stay rates to gain personal experience of the company’s products.

Pictured here back row from left are: John Chekian, Phil Hoffmann, Rob Mackie, Mark Chaskiel, Suzanne Duzenman, Alexis Gilbey Gold, Andi Von Zeppelin & Tina Killeen.


Second row: Ros Hakim, Andrea Filippi, Maya van de Wetering de Rooy and Mandy Dwyer.

Front: Shane Arrold and Ralf Bruegger.

Directors of sales and sales development whose names are: Judy Gillard, Fay Cohen, Claudia Verstandig, Wendy Hopping, Judy Gillard, Fay Cohen, Claudia Rossi Hudson, Sharen Shelnutt.

Contact Ian Strachan on (03) 9650 9650 or send your CV to ian@iga.com.au

Did you know Rail Plus now has access to UK discounted fares?

Available online 24/7
Don’t delay Book online now!

London - Edinburgh
1st Class was $340 now from just $123pp

London - York
1st Class was $266 now from just $109pp

London - Manchester
1st Class was $210 now from just $119pp

London - Bath
1st Class was $179 now from just $51pp

Fares can be booked up to 12 weeks in advance.

New discounted fares are non-refundable, non-changeable, instant purchase fares and include seat reservations.

Website: www.traveldaily.com.au | Phone: 1300 799 220 | Fax: 1300 799 221 | Email: info@traveldaily.com.au
Vanuatu Cudo deal
THE latest deal launched on group buying website Cudo is a massive 55% saving on a package at the Ramada Resort Breakas Beach in Vanuatu.

Normally priced at $1340, Cudo subscribers are being offered a $741 discount meaning the package, available nationwide, costs $599 for four night’s accom with daily brekkie, tours and a scuba lesson.

Orbitz mobile website
ORBITZ Worldwide corporate division, Orbitz for Business, says its the first major OTC to launch an “end-to-end mobile solution” which enables business travellers to search and book flights, hotels and car rentals directly from any smartphone.

The streamlined interface also provides Trip Tracking, Itinerary Management, Flight Status and Traveller Updates.

The new mobile site applies all existing corporate travel policies, controls and compliance guidelines to new bookings - see m.orbitzforbusiness.net for info.

Martin Bay events
HOLLYFORD Track Guided Walks in New Zealand is opening the Martin Bay Lodge to small conference and meeting groups from Apr to Oct for the first time.

Premier Management Retreat packages include Queenstown airport pick up, a helicopter or fixed wing flight to Martins Bay Lodge, full accommodation, catering and conferencing each day and daily activities - email info@hollyfordtrack.co.nz.

UA/CO raises $2.5m
UNITED Continental Holdings has raised US$2.5 million for the Japan natural disaster efforts.

Staff and customers donated funds, including one Mileage Plus/OnePass member donating 63m points, with all proceeds going to the American Red Cross.

Zuji Mastercard deal
ONLINE agency Zuji has just announced a two year Asia-Pacific pact with MasterCard Worldwide, giving cardholders in the region “exclusive deals and packages” across Zuji’s entire product.

The agreement also includes a $20 hotel voucher for each Zuji flight booking using MasterCard, 10% off on MasterCard hotel bookings made on Mondays, and a cardholder competition offering tickets to the 2011 UEFA Champions League Final at Wembley in London.

Green light for Biman
US AUTHORITIES have granted Bangladesh Biman Airlines rights to commence services between Dhaka and Newark, New York.

The Bangladeshi carrier plans to operate services via intermediate points including Delhi, Dubai, Amsterdam, Brussels and Manchester (TD 16 Mar).

Biman has been told that it can operate services into Newark using aircraft wet-leased from an authorised US or foreign carrier.

Authority has been granted for a 12 month period, from 12 Apr.

Position Vacant
Travel Consultant

Bring your passion for travel to life!!!!!!!
Right now we’re looking for a highly organised; passionate and self-motivated Travel Consultant to join our South Australian Marion office.

What you’ll do:
• Provide a high quality Customer Service experience and strive to achieve and exceed sales targets
• Create and manage travel bookings tailored to each customer’s needs
• Research and maintain an extensive knowledge of travel industry products, systems and processes

What you need:
• Minimum 3 years in a Travel Consultant or similar retail role
• A demonstrated track record of reaching high performing sales targets
• Outstanding attention to detail along with excellent verbal and written communication skills
• Ability to multitask
• Knowledgeable in Galileo Flight Reservation system and other travel booking systems
• Knowledge of the Freidman sales system or similar model is desired
• Intermediate PC skills

What we offer:
• Free RAA Membership
• Discounted RAA Insurance
• Excellent Growth Opportunities
• Friendly Team atmosphere

Some interstate and overseas travel may be required from time to time.

To apply, please forward your Cover Letter & CV to dgill@raa.com.au

Applications close Wednesday 20 April 2011
**Lord Howe campaign**

**TOURISM NSW** is promoting the range of outdoor activities and accommodation options in a new $250,000 campaign for Lord Howe Island.

The two phase promo is being run in partnership with Lord Howe Island Tourism Association and QantasLink.

**Swiss pax numbers up**

**SWISS International Air Lines** saw a 5.9% year on year increase in pax numbers, up to 3,342,658, in the first quarter of 2011. The Jan to Mar figure also included a rise in total flights operated, up 7.1% to 36,956.

**Second Singapore Ibis**

**ACCOR** has this month opened its second Ibis branded property in Singapore, the 241-room Ibis Singapore Novena. It’s located near the CBD and two Orchard Rd MRT train stops.

**Natural bear bargains**

**NATURAL** Focus Safaris is offering up to $1500 off its 15-day ‘Grizzlies & Polar Bears’ escorted group tour departing on day ‘Grizzlies & Polar Bears’ offering up to $1500 off its 15-day tour. The package is available via travel agent GDSs and is 10% commissionable.

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**MARKETING SPECIALIST – UNITED AIRLINES**

**Reporting** to the Director, Australia and New Zealand, this position has strategic and tactical responsibility for marketing communications and relationship management with travel trade, media, consumers and other partner organizations, and is based in Sydney, Australia.

**Key areas of responsibility:**

- Planning and coordinating activities involving cooperative marketing funds with contracted agents to ensure maximum benefit and appropriate ROI. These to include incentives, trade shows, educational trips.
- Ensure brand and message consistency and legal compliance.
- Manage budgeting and accounting for activities including complimentary tickets.
- Event planning and coordination.
- Sales collateral.
- Managing local communications to business partners, industry associations.
- Coordinating the day to day relationship with PR and local content for Mileage Plus.
- Direct Marketing activities including E-commerce, Sponsorships and above the line marketing.

**Qualifications:**

- 2-3 years marketing experience.
- Strong organizational and time management skills and attention to detail.
- Ability to think creatively and conceptually and plan strategically.
- Outstanding written and verbal communication skills.
- Team player.
- Competency in Microsoft Office, Word, Excel, PowerPoint.
- Must have legal right to work in Australia.

Please express your interest by April 21, 2011 to United Airlines HR Dept at canhr@united.com

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**St Regis adds 10 in 12**

**ST REGIS** Hotels & Resorts is continuing its global growth with 10 new properties to be added to its portfolio within the next year. New hotels will be opening in Bangkok, Florence, Tianjin, Shenzhen, Abu Dhabi and Doha.

**Australia soars for CTC**

**AUSTRALIA** has reaffirmed its position as a key growth market for Canada, with Jan figures released by the Canadian Tourism Commission revealing a 21% jump in Aussie visitor numbers. That compared to just a 2% increase overall.

**Port Douglas promo**

**PORT DOUGLAS** has launched a new website and tag line to showcase to businesses the range of experiences and products the region has to offer. The new tagline incorporates the wording ‘World Heritage, World Class’ to go with the new Tourism Port Douglas and Daintree destination messaging.

**ZQN’s big exposure**

**QUEENSTOWN** in NZ will be beamed across US TV screens this month after scenes from the US version of ‘The Biggest Loser: Couples’ were filmed there.

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**Industry Appointments**

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

**The Travel Corporation** has appointed Fiona Hunt as its Managing Director, Contiki. Hunt takes over the role from Nicole Moy and will begin the role on 16 May.

Former Travel Counsellors Australia general manager, Peter Watson has joined the newly launched Travel Partners taking on a key business development role with the specific responsibility for Professional Partner recruitment.

**Insight Vacations** has three new sales staff on its team. Ray Hands is the company’s new state sales manager Qld; Sally Gorringe is sales manager, Qld; and Sophie Weller has taken up the role of state sales manager WA.

Julius Ungar has taken up the role of Business Manager for BCD Travel, located in Sydney.

Anantara Bangkok Sathorn has named Melanie Smith as its new general manager. She has worked with the brand in similar roles in Hong Kong and Thailand’s Koh Lanta.

Renae Pocklington has been made the Australian and New Zealand representative for Radisson Plaza Resort, Tahiti.

Brooke Tolar has taken on the public relations role for World Resorts of Distinction adding to her portfolio which also includes Captain Cook Cruise and Sigatoka River Safari.

Sheraton Resorts has appointed Ravinder Desi as its Hotel Manager for Sheraton Fiji Resort and Sheraton Denarau Villas.
Part 1 - Australian Tourism Exchange wrap-up

By Andrew McEvoy, Managing Director Tourism Australia

It was great seeing ATE 2011 back in Sydney, the first time in the city since the 2000 Olympics.

Lyndel Gray’s team at Tourism New South Wales did a great job of co-hosting what was one of the biggest and best ATEs I can remember in a long while. And our other big partner, Qantas, should also be acknowledged.

As ever it was a full-on week, with a record number of buyers and sellers getting through a staggering 100,000 business appointments and meetings.

I know ATE can sometimes feel like the industry’s own version of speed dating, but the event plays a hugely important role in giving operators the opportunity to meet with influential international buyers, develop relationships and create business for their products and destinations.

In the short-term, ATE also plays an important economic function, injecting an estimated $10 million in to the local economy, with 13,000 visitors nights spent in Sydney over the course of the week.

This year saw lots of new buyers and sellers, including the first ever exhibition by a Chinese airline, China Southern, emphasising the growing importance of both additional aviation capacity and Asia in Australia’s future tourism growth.

The overall calibre of overseas buyers attending this year’s ATE was particularly strong, with international appetite for Australia’s tourism products and destinations stronger than ever.

The launch of TQUAL, the new National Tourism Accreditation Framework, by the Federal Tourism Minister, Martin Ferguson, got the week off to a great start, emphasizing the industry-wide need to strive for better quality Australian tourism product.

Being in Sydney, it was great too to hear about the city’s transformational plans to create a ‘New Sydney’, including exciting new projects such as the Barangaroo waterfront development and revamped Museum of Contemporary Art.

The fact that government representatives from most of the States and Territories - including the new Premier and Tourism Minister of NSW - found time to come down to ATE and support their local operators was fantastic. We also had tourism CEOs from Canada, Britain and New Zealand visit the show.

See tomorrow’s issue of Travel Daily for Part 2 of Andrew McEvoy’s wrap up of ATE 2011.

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Oberoi opens hotel

THE Oberoi, Gurgaon in New Delhi India has opened its doors. It features 202 rooms/suites and is the city’s first 24hr spa, and Rolls Royce & BMW limo services.

North Borneo loco

A BRITISH ‘Vulcan’ Steam Engine passenger locomotive will take to the rails in Kota Kinabalu from Jul, when the North Borneo Railway restarts operations. The train features six colonial-period carriages, has a capacity of 180 pax, and will chug from Tanjung Aru station to Kinarut, Kawang and Papar.

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Tripadvisor stats soar

WEB-BASED consumer travel review portal, TripAdvisor, is claiming to be the world’s largest travel website, notching up a cumulative total of 45 million reviews and opinions last month. About 23 new contributions are posted online every minute, incl 474,000 hotel opinions, it said.

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**SYDNEY:** Reservations & Ticketing Agent
(12 month parental leave cover)
Pricing Executive (12 month parental leave cover)

**BRISBANE:** Account Manager QLD
Reservations & Ticketing Agent

For more details, email Rachel Mossman, Human Resources Manager – Australia, on rmossman@etihad.ae

To apply, visit: careers.etihadairways.com

*2010 & 2009 World Travel Awards

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SOMETIMES being a travel agent can leave you between a rock and a hard place - or two rocks, as was the case for this group on a recent Viva! Holidays famil to Thailand and Malaysia. The wholesaler took staff from its Premium Agencies to thank them for their support of both Viva! and Qantas Holidays.

Elephant riding and cooking classes were the order of the day - not to mention snorkelling, with the group pictured in the balmy South East Asian waters of Thailand, back row from left: Karen Cunningham, Phil Hoffmann Travel; Faye Lockwood-Rourke, Jetset Sanctuary Lakes; Saskia Van Donven, Vival Holidays. Front row: Sarah Young, Travelworld Bonnyrig; Kimberley Kirby, Maria Slater Travel; Carolina Gavin, Eleit Travel; Aurora Poynder, Travelscene Mt Eliza; Chloe Leoniuk, Queenbeyan City Travel & Cruise; and Silvana Petrovski, Travelworld Wollongong.

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).

bmibaby slashes hubs
BMI’s low-cost offshoot bmibaby will pull out of operations at Manchester and Cardiff Airports in the UK later this year, with the move reducing its UK bases to three - Belfast City, East Midlands and Birmingham.

A total of 22 routes will be axed as a result, but new destinations will launch instead from its remaining hubs meaning job losses are being minimised.

The LCC said it needed to “focus on its more established routes” during the current economic climate.

Lufthansa-owned BMI will continue to fly its mainline services from Manchester. Tiger Airways Australia managing director Crawford Rix was previously head of bmibaby before taking up his role here.

Marketing Communications/PR Manager
Julie King & Associates is a dynamic brand leader in Hospitality & Tourism Consultancy offering over 24 years of experience.

This exciting new opportunity is for an experienced hands on PR/ Marketing Communications Manager in Sydney, who will be responsible for all areas of Public Relations/Marketing Communications within Australia and New Zealand for a leading international destination.

An ideal position for someone who has extensive experience in PR in the Tourism/Hospitality Industry with well developed relationships or who works in a reputable agency looking after a Destination or Hotel account.

The ideal candidate should possess excellent communication and presentation skills, be self-motivated, customer focused, target driven, innovative and has the ability to develop and drive new programmes and initiatives.

They also should be able to demonstrate effectiveness in building productive relationships with potential Media and Marketing Managers of organisations and establish strong PR/marketing communications networks with in the Australia/New Zealand Territory.

Please send your resume to julie@jkingassociates.com

Whitsundays sale
A SPECIAL promotion was launched yesterday to entice Aussies to head north for winter. The Whitsundays 74 Island Wonders 74 Hour Sale includes a range of deals offered in a $350,000 joint campaign by Hamilton Island, Tourism Queensland and Virgin Blue.

More US ATC staff
THE US Federal Aviation Administration has announced increased overnight staffing levels at 27 air traffic control towers at airports across the US. The move follows yet another air traffic controller falling asleep, this time at Nevada’s Reno-Tahoe International Airport, while a medical evacuation flight was trying to land.
Hot Jobs (Australia) - April 2011

Sales Manager, Boutique Expedition Company

- (12 month contract) Salary to $75K
Our client, a leading high end adventure company specialising in group travel is looking for an experienced Sales Manager. They are looking for a person with previous senior sales experience who will be able to implement a strategic sales plan to successfully move the business forward. You must have solid sales experience working in a travel company or tour operator with proven ability to plan, develop and execute sales strategies. You will have ability to lead, mentor and train staff, coupled with relationship building skills.

Contact Stacy Balderston T: 02 9231 6444 E: stacy@tmsap.com or apply online now!

Corporate Travel Consultant – Sydney CBD

- Salary 55K
Experienced Corporate Travel Consultant to join a growing corporate team. The right person will enjoy a range of benefits including travel perks, relaxed and friendly atmosphere and lots of variety. Your duties will include consulting over the phone and email, selling travel arrangements to all corners of the world whilst delivering best customer service experience. You will solid experience in corporate travel, strong product and airfare knowledge, Sabre trained, computer savvy, and ability to work under pressure in a fast paced environment.

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

Business Development Managers - MICE SYD BNE MEL

- Great earning potential
- Large travel company with fantastic management and support
This company has a wide portfolio of clients including top blue-chip corporations and major global brand names. You will be responsible for developing and implementing sales strategies within the travel industry and identifying new business opportunities across MICE sectors. You will need to have proven sales experience, a strong work ethic, be confident and highly self motivated.

Contact Brendan Grant T: 02 9231 6444 E: brendan@tmsap.com or apply online now!

Fares and Ticketing Consultant – Sydney

- Work for respected brand
- Good salary package on offer
Well known and respected Travel Wholesale Company. They provide a range of travel products across most popular destinations. Currently seeking an experienced Fares and Ticketing Consultant. Duties will include ticketing airfares deadlines, assistance with air related enquires (Air Desk), actioning queues through Galileo, Sabre & Amadeus. You will also be submitting BSP on a weekly basis, actioning refunds and re-issues, issuing ACM/ADM’s and checking of air quotes completed by Customer Service staff. The successful candidate will have experience in a similar role within travel wholesaler or consolidator, solid airfare and ticketing knowledge and ability to work towards deadlines in fast paced environment. Min Certificate III in Tourism is required.

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

Domestic Corporate Travel Consultant – Lower North Shore

- Ongoing training with exceptional management and team
- Respected travel company with fantastic training opportunities
This role is responsible for providing end to end domestic travel management for corporations. This is a great opportunity for an experienced travel manager or domestic corporate consultant. To be considered for this role you must be experienced in retail/corporate travel, knowledge of a GDS system and back office. If you have strong customer service skills this is the role for you!

Contact Brendan Grant T: 02 9231 6444 E: brendan@tmsap.com or apply online now!

Business Development Manager - NSW

- Uncapped commission structure
- Training and development
Global TMC currently looking for an experienced Business Development Managers to grow their corporate business in NSW and ACT. The right person will enjoy the range of benefits such as uncapped earning potential, room to grow with Australia’s largest TMC, ongoing training and development and career opportunities including working overseas if desired. Some of your duties will include identifying, qualifying and capturing new business; actively contributing to company’s growth and delivering results against set objectives. Skills required include background in Business Development Management – Corporate. You will be a self-starter, highly motivated and driven. You will possess exceptional selling and negotiation skills. You will be flexible on working hours and travel. Hard work and dedication is a must.

Contact Anna Wachowiak T: 02 9231 6444 E: annaw@tmsap.com or apply online now!
TRUST THE MOST EXPERIENCED TEAM IN EXECUTIVE RECRUITMENT

EXECUTIVE LEVEL STRATEGIC SALES
SENIOR SALES & PARTNERSHIP MANAGER
SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE
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.

THE PINNACLE OF ACCOUNT MANAGEMENT
REGIONAL SALES & ACCOUNT MANAGER
BRISBANE – SALARY PACKAGE TO $125k
This regional role is perfect for an ambitious and experienced Account Manager who can drive a team to achieve optimum results. This position is worth moving for – offering a great salary package and a seniority that will elevate your career profile. Leading a sales and account management team your role will involve strategic development, service delivery, and managing relationships with key suppliers and top tier clients.

HIGH IMPACT – MAKE A CHANGE FOR THE BETTER
SALES MANAGER (12 month contract)
SYDNEY – SALARY PACKAGE TO $85K + bonus
Here is an exciting opportunity for a sales focused Travel Manager to make a positive impact on a growing business and help them develop to their full potential. This gorgeous adventure travel company needs your leadership skills and ability to focus on sales & trade relationships. You are capable of rising above the day-to-day operations and working on strategy and structure and driving a changing culture.

UNIQUE COMBO PLUS TRAINING PROVIDED!
ACCOUNT MANAGER – TRADE & CORPORATE
SYDNEY – SALARY PACKAGE TO $75K
Stay in Travel but change your Product – this newly created role is available now for an experienced Industry Sales Executive who wants to learn new skills including dealing with the corporate market – training will be provided. Not many positions offer this variety of account management and sales, plus training, plus a top salary package & car allowance. Join a great team and enjoy the rewards.

HUGE REWARDS FOR HUNTERS & COLLECTORS
CORPORATE AND/OR MICE SALES MANAGER
SYDNEY – SALARY PACKAGE OTE $115K+
There are at least TWO great Sales roles calling for your ability to identify new opportunities, build rapport, and close the deal. Both are with exciting companies that are about to make some big noise in the industry, and as a result of your skills you will contribute to their ongoing success and growing profiles. All you have to do is show them why you love sales and why you’re so good at it. The rewards will follow automatically.

YOU’RE GREAT AT SALES SO SHARE IT AROUND
TRAVEL MANAGER
SYDNEY – SALARY PACKAGE TO $70K + INCENTIVE
This retail travel agency is growing and you can make sure they reach their full potential by showing the team of travel consultants in how to sell as well as increase their product knowledge. You’ll be experienced in retail travel sales, staff management, and coaching & mentoring others to achieve targets. You’ll also be motivated by financial goals as your impact on the company’s growth will be incentivised.

STRIKE GOLD IN THE WEST
BUSINESS DEVELOPMENT MANAGER - CORPORATE TRAVEL
PERTH – SALARY PACKAGE $80k + INCENTIVE
Know how to target new business? With your winning ability to develop a pipeline, deliver pitches, negotiate deals and win new business you will be well rewarded within this large corporate Agency. Representing a well known brand in the market you will be proud to be a part of this growing team, showing off your sales skills to close the deal and getting new clients to sign on the dotted line.

LOVE THE BUZZ OF ON-THE-ROAD SALES?
SALES MANAGER – LEISURE PRODUCT
PERTH – SALARY PACKAGE TO $55k + CAR + Bonus
Looking for a brand name that shines above the rest! This successful leisure product is building a bigger & better wholesale product year after year and their name is something you should be a part of. Our client is seeking an experienced on the road sales manager who has the ability to focus and deliver the goods! You will have great selling skills and the know-how to run a busy call cycle.

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

CONTACT OUR EXECUTIVE TEAM FOR THESE AND MANY MORE GREAT ROLES
Adriana D’Angelis               Linda Green                            Carmen Pugh               Kathryn Hebenton
MANAGING DIRECTOR              NSW & ACT                               QLD & NT             VIC, SA, WA
Ph: 02 9231 6377              Ph: 02 9231 2825                       Ph: 07 3229 9600                    Ph: 03 9670 2577
OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au
FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com
CONDITIONS: This offer is open to all full time international selling agents only. Vouchers are capped and will be distributed on a first come, first served basis based on ticket orders received. Valid for tickets issued by Consolidated Travel or via Quikticket between 28 March - 22 April 2011 on 100% MH itineraries ex Australia plated to MH (232) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Malaysia Airlines reserve the right to alter or cancel the promotion any time. Vouchers & tickets (do not include surcharges or taxes) for this promotion are capped and will be distributed at the completion of the promotion, voucher claims must be received by COB 29 April 2011. All claims must be emailed to your local sales team. The top 2 producing agents per state (VIC/NSW/QLD/SA/WA) will be awarded Economy class (Australia/KUL) & Business class (KUL/Australia) familiarisation in June to Malaysia. Consolidated Travel Group ABN 60 004 692 791. Date of issue 28 March 2011.

CRITERIA FOR PRIZE 1
The top two agents in Sydney, Melbourne, Brisbane, Adelaide and Perth achieving the highest revenue sales on Malaysia Airlines between 28 March - 22 April 2011 will attend a luxurious famil to Malaysia.

CRITERIA FOR PRIZE 2
For every return Economy class ticket issued - receive a $20 voucher for David Jones
For every return Business/First class ticket issued - receive a $40 voucher for David Jones

Sales Period: 28 March – 22 April 2011
Claim your vouchers by 29 April 2011, please email your local CT sales team