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Travel Daily

First with the news

Monday 15th August 2011

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Win with Travel Daily

THE Africa Safari Co is this week offering **TD** readers the opportunity to win an autographed copy of Australian author Tony Park's latest African novel.

For details see **page six** - and don't forget our comp to win a trip for two to Mauritius on **p8**.

New Norfolk brochure

APT has today launched a new dedicated Norfolk Island brochure, marking its return to general marketing of the destination for the first time in some years.

Seven departures on a 'Taste of Norfolk' tour are on offer, priced from \$2345ppts including seven night's accom, 14 meals and guided historical excursions.

Previously offered to APT past passengers, GM Marketing Debra Fox said increasing demand "more than justifies" expanded marketing for Norfolk Island.

More latest release brochures on **page eight** of today's **TD**.

Virgin upgrades Canberra

VIRGIN Australia today began offering an all-inclusive product on flights between Sydney and Canberra, with complimentary food, drink and newspapers on up to ten daily flights on the route (**TD** breaking news).

The move clearly targets Qantas' stranglehold on the government market, with DJ also boosting frequencies via the planned introduction of its new ATR aircraft on the route in Oct.

Strategic Hawaii soars

STRATEGIC Airlines was this morning forced to temporarily remove online booking facilities from its website after experiencing huge demand for its new direct flights to Honolulu from Brisbane and Melbourne (**TD** Fri).

A message on the site described "overwhelming demand" without indicating when the booking facility was likely to resume.

Flights after 4pm will offer complimentary beer and wine, with newspapers in the morning and different snacks available through the day on the so-called 'Capital Connect' services.

Qantas J class sale

QF has launched an aggressive business class companion fare sale, with discounted up-the-front fares on offer to domestic and international destinations.

Currently available until midnight AEST Wed, all inclusive prices include Sydney to Melbourne for \$349 one way; Sydney to London for \$6499 return and Sydney to Hong Kong for \$4088 return.

The fares, promoted using new QF ambassador Barry Humphreys and his alter ego Dame Edna Everage, are valid for departures 01 Dec 11-31 Jan 2012.

Eight pages of news

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

- AA Appointments jobs
- inPlace Recruitment jobs

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Travel software liquidation

A TRAVEL wholesaling software company which has gone under several names including Travel Who, Travelogix and TWT Technologies has been placed into liquidation, amid major disputes between its former directors and shareholders.

The company was founded in 2006 by Gary Gelenter and David Lanning, with former QF exec Peter Kelly later acquiring a major shareholding in 2008.

The company was a bidder for Calypso developer Tourism Technology which was on the market last year due to the liquidation of its former owner Roamfree, but was unable to raise the required funding.

Previously trading under the name Travelogix, on 29 Jun this year the company changed its name to TWT after its assets were sold to another company called PR Software Pty Ltd, which began using the Travelogix name.

A report from insolvency firm CRSWarnerKugel cites technical problems with the software which forced it to place a moratorium on sales in 2010.

The report also estimates a total shortfall of more than \$4 million including \$925,000 in trade creditors and \$2.2m in "general unsecured related party claims".

It examines whether the Jun sale took place while insolvent or if it was an "uncommercial" deal - with evidence including a claim that NRMA offered \$2.4m for the business in 2008.

Minutes of creditor's meetings over the last month or so reveal significant disquiet among the former partners, with Tramada founder Lanning claiming shareholders had not been consulted about the change of company name or the sale of the business.

Kelly has disputed claims in the Administrator's report to creditors adding that he is "completely independent" of PR Software.

APT relocates in Vic

APT has moved its offices to Level 4, 1230 Nepean Highway, Cheltenham, Victoria 3192.

PO Box and 1300 telephone numbers remain unchanged.

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New Japan wholesaler launches in Oz

THE head of New World Travel Group, Jeff Hakim, has announced a further expansion of the group through the creation of a new Japanese wholesaler for the Australian travel market.

The new specialist division, dubbed Experience Japan, has opened this week, fronted by former Travel Japan by HIS bdm, Mihoko Hirashima, offering an extensive range of travel product with a strong focus on skiing.

Experience Japan says its launch coincides with the recent travel advisory downgrading for Japan from the Department of Foreign Affairs & Trade.

Initially, the firm is offering a "comprehensive" line up of accom for the FIT market, available in all of Japan's major cities and tourist centres, which can be combined with culturally oriented and special interest programs.

It can also assist with domestic JAL Air Pass and oneworld Yokoso Visit Japan domestic fare product and Rail Pass products.

Hirashima says she also plans to roll out a wide selection of fully-escorted tours by the end of the Aug to complement the brand's range of accommodation.

The Sydney-based firm has launched a website and has embraced social media with both Facebook and Twitter accounts already active - more details at www.experiencejapan.com.au.

The New World Travel Group has offices in Sydney and Melbourne, and is also behind the fledgling home-based travel agent network Travel Partners.

Big surge for Insight

INSIGHT Vacations says its forward bookings for 2012 are already up significantly on last year, meaning the operator will offer more 'Definite Departures' than ever before at this stage in the selling season.

MD Lorraine Sharp says Insight had seen double digit growth in overall business for 2012, across both its UK/Europe and North America programs.

USA and Canada has already achieved over 60% Definite Departures for 2012, while demand due to the Preview Europe/Britain brochure released in May means "we are on track to launch our 2012 Europe program with over 40 per cent Definite Departures," she said.

Insight's upmarket Gold product, featuring top class hotels such as the Waldorf Astoria in New York, was "doing well", Sharp added.

Emerging destinations include the eastern provinces of Canada, with demand spiking following the recent Royal visit, along with Turkey and Eastern Europe including Ukraine and Poland.

"2011 has been a great year for the travel industry," she said.

New Lombok airport

A NEW international airport on the Indonesian island of Lombok is set to open on 01 Oct this year.

The airport will have a 2750m runway and capacity for up to 3 million passengers a year, with an apron able to accommodate up to ten parked A330s at once.



Window Seat

APPARENTLY there was a bit of a backlog of air traffic at Sydney Airport last night.

According to a 'tweet' by a passenger on a departing Virgin Australia flight, the pilot summed it up well by saying the airport was "bunged up worse than a four year old who has only been eating cheese for a week".

THERE appears to be a worrying trend towards in-flight public urination across the globe.

Hot on the heels of a Jetstar controversy during Jun where an inebriated passenger "engaged in inappropriate and disruptive behaviour" by weeing in the aisle of an Auckland-Singapore flight, a traveller on US carrier JetBlue has caused similar levels of outrage during the weekend.

The 18-year-old en route from Portland to New York JFK admitted to police that he had consumed at least eight alcoholic drinks before boarding the redeye flight.

He's been accused of stumbling towards the back of the plane and urinating on a sleeping 11-year-old girl, not realising he hadn't made it all the way to the bathroom.

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Travel Daily on location in Borneo

Today's issue of *TD* is coming to you from Orion Expedition Cruises' new *Orion II*.

TD joins Orion Expedition Cruises' inaugural foray into Borneo this week on its *Sabah Highlights and Sandakan Memorial Cruise*.

The 10-night sailing voyages up and around the top of Sabah from Kota Kinabalu, making stops at a range of unique ports.

Today we are at Pulau Labuan, formerly known as Victoria Town, a small island off the coast of Sabah which is a base for scuba divers & offering amazing shops.

It's also fascinating for Australian visitors interested in World War II, because Japanese forces moved through here when they invaded British North Borneo.

And the luxury *Orion II* is a fabulous way to see it too!

Egypt update

TOURISM is the most important industry in Egypt, according to Bunnik Tours, which says it's doing its bit to safely continue operating tours to the region.

An update to agents last week highlights that Egypt is likely to be in the spotlight again due to Democratic elections later in the year, and "during this time the media will naturally highlight any signs of instability, protests or violence, however minor".

Protests are expected to continue into the "foreseeable future" during the trial of former President Mubarak and his sons "however all Bunnik Tours groups will be kept well away from protest and political rally sites.

"The events of 2011 have always been a domestic Egyptian issue - tourists have never been targeted" Bunnik said, adding that "the tourism industry...[has] a strong focus of both customer service, visitor safety & security".

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air tickets **QANTAS** [CLICK HERE](#)

Aussie Trans-Tasman stats drop 15% in Jun

AUSTRALIA visitor arrivals into New Zealand plummeted in Jun 2011, with latest NZ government figures showing a 14.9% year on year drop in traffic.

According to Tourism New Zealand data updated on Fri last week, the visitor Month End total from this market fell to 64,820, down around 9,600 people.

Year End Holiday arrivals from Australia have been pulled down to 7.7%, reflected by a 26.3% dip in Month End Holiday traffic, which was down to 22,080.

Icon AUH F1 packages

ICON Holidays has launched land packages to the Formula 1 Etihad Airways Abu Dhabi Grand Prix priced from \$1,274 incl a 3-day reserved main grandstand seat & transfers, from 10-13 Nov.

Accom, seat and transfers deals vary between \$1,435 and \$2,919.

Travelzoo in court

TRAVELZOO ceo Chris Loughlin says claims by some shareholders the company and its directors has violated federal security laws and issued false and misleading data about the company's business and prospects, are "meritless".

The remarks were made after a purported class action was filed in a US court against Travelzoo on Fri.

THAI \$250k nett loss

THAI Airways International has achieved total revenue of THB45.5m (AU\$1.4m) for the second quarter ending 30 Jun, a net loss of THB7.874m.

THAI said its average load factor was 66.4% during the period, and that jet fuel prices had increased on average by 46.3%.

Load factors on Australia and NZ routes picked up 18.9% month on month in Jul to 79.2%

It cited increasing competition from low-cost airlines for not being able to raise ticket prices.

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New Beyond tours

BEYOND Travel has introduced two new special journeys to its newly released 2012 preview brochure for Europe.

Included in the program are the 11-day Bohemia to Budapest trip which is priced from \$3,495ppts, departing between May-Sep; and the 17-day Budapest to the Golden Horn itinerary, starting at \$5,795ppts.

Discover More Travel Credits are available on both tours when they are booked and paid in full by 19 Dec 2011.

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BEACHCOMBER Luxury Holidays has Stay 6, Pay 5 and Stay 13, Pay 11 deals on offer at all Beachcomber Hotels in Mauritius.

The firm is also offering a bonus 10% discount on accommodation costs when a deposit is paid within seven days of booking - more info phone 1800 624 268.

Secret City Breaks

TRAVEL and lifestyle site lastminute.com.au has expanded its Secret Hotels concept by introducing Secret City Breaks.

The new range of fly-and-stay holidays combine return flights and two-night's accom in a 4.5- or 5-star hotel priced from \$299pp in a number of city centres.

Lapland Xmas savings

BENTOURS has discounted its five-day Christmas in Lapland tour by 10%, now priced from \$2,056ppts when booked by 30 Sep for the 23 Dec departure.

Other reduced tours include the 12-day Follow the Lights itinerary; the five-day Tromso Borealis and the three-day Icehotel tour.

Details at bentours.com.au.

Brindabella back to Brisbane



ABOVE: Brisbane Airport helped Brindabella Airlines celebrate its reintroduction of service between Brisbane and Armidale today.

The Qantas affiliate airline will initially operate the Brisbane-Armidale service once daily on week days but plans to bolster the route with a second daily service, ceo Jeff Boyd said.

Brindabella operates a fleet of several 30-seat AE Jetstream and 18-seat Metroliners, and flies regularly to Canberra, Albury, Newcastle, Coffs Harbour, Moree, Tamworth, Cobar and Sydney.

Pictured at the airport this morning are: Cam McPhee, gm Aviation Business Development, Brisbane Airport; Jeff Boyd, CEO, Brindabella Airlines; Vanessa Rodda, Brindabella cabin crew and Captain Steve.

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Austria Travel Symposium



ABOVE: The Austria 'Unique like you' 2011 Travel Symposium was held last week in Melbourne at the National Gallery of Victoria, the same location of the 'Vienna. Art and Design' exhibition which is currently showcasing the works of Klimt, Schiele, Hoffmann and Loss.

Austrian National Tourist Office ceo Petra Stolba, in Australia for the first time, headed the event, which was organised by ANTO director Australia/New Zealand, Astrid Mulholland-Licht.

Key partners from across the country had the chance to hear about the unique experiences on offer in Austria and the latest news from major destinations in the country & product innovation.

A business program gave tour operators, wholesalers and travel agents separate sessions to focus

on specific future needs in regards to Austrian product.

Delegates were also provided insight on new ways ANTO is developing its interaction and co-operation with the trade on a national and international level.

Stolba cited this very event as one way "ANTO will engage with key industry partners in a long-term and mutually beneficial dialogue."

Australia was the first market to launch the new platform, which is to be replicated in New York and Los Angeles later this year.

LAN 767 winglets

LAN Airlines has installed winglets on its entire fleet of long-haul Boeing 767s in a move to reduce 113,000 tons of CO2.

Travel Daily
First with the news

Monday 15th Aug 2011

\$1 Snow Aust. promo

1000 people who sign up to the Snow Australia club online will have a chance to ski on the Australian ski slopes this winter for just \$1 in a new campaign.

The one day package provides entry to 1 of 8 alpine resorts in NSW and Victoria, including the use of beginner lifts and a lesson between 12-18 Sep 2011.

The promo launches on 21 Aug - see www.snow-australia.com for full details and conditions.

BW conf. speakers

BEST Western's Annual Convention is taking place today in Cairns & features motivational talks from Paul Hockey, Dr Adam Fraser and Peter Davidson.

Brolga 2011 host venue

THIS year's Brolga Northern Territory Tourism Awards will take place at the Crowne Plaza Alice Springs on Sat 12 Nov, NT Tourism Minister Malarndirri McCarthy announced yesterday.

Submissions for the 2011 Brolgas close on Fri 30 Sep.

WIN A COPY OF
"AFRICAN DAWN"

Each day this week, the Africa Safari Co and Travel Daily are giving readers the chance to win a copy of author Tony Park's latest novel, "African Dawn".

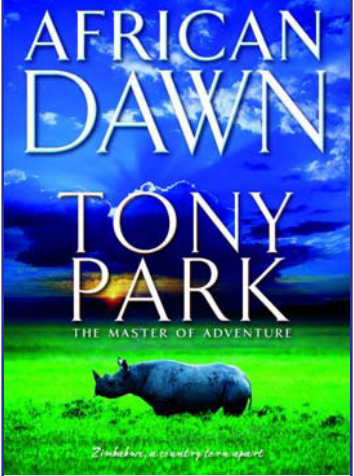
To win a copy of the book, simply be the first reader to email the correct answer to the question below to:

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The Africa Safari Co offers what product as their "Product of the Month" for August?



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The Walshe Group has recently been appointed as General Sales Agent in Australia for Aircalin, the International Airline of New Caledonia.

As a result of our appointment, The Walshe Group is looking to recruit enthusiastic and committed individuals to fill the following vacancies;

- Sales Executive NSW (Full Time)
- Sales Executive QLD (Part Time)
- Reservations & Ticketing Agent - Sydney based (Full Time)

Full details of the responsibilities and requirements of the positions are posted in the employment section on our website - [CLICK](#) here for details.

Applications including a CV and covering letter should be sent via email to applications@walshegroup.com by Friday 19 August 2011.

THE WALSH GROUP



AFL Rd 21 Winner

CONGRATULATIONS

Kirsty Blows
from Rail Plus

Kirsty is the top point scorer for Round 21 of *Travel Daily's* AFL industry footy tipping competition, and has won five days car hire anywhere in the world, courtesy of **Compass Car Rental**.



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1st Prize: 4-night holiday to Europe, courtesy of **Emirates, Adina Apartment Hotels & RailPlus**



2nd Prize: 4-night cruise in Fiji, courtesy of **Pacific Blue & Blue Lagoon Cruises**



3rd Prize: Apple iPad 2, courtesy of **Compass Car Rental**



HA retail commission

HAWAIIAN Airlines has clarified its commission rate saying that it offers 7% on airfares ticketed on HA173 paper for sole sectors or permissible combinations with other carriers.

For tickets issued on HA paper but non-Hawaiian metal on domestic or international sectors, or HA interisland or transPacific sector fares with other airlines, there will be no commission.

India travel warning

DFAT has reissued its India travel advisory saying that public places, hotels & tourist locations in New Delhi, Mumbai and Calcutta are continuing to come under suspicion of possible terrorist attacks.

WA Jetty makeover

THE iconic Busselton Jetty off the West Australian coast has re-opened for business following a \$20 million renovation.

The famous Jetty Train which runs the length of the 1.8km landmark is also back in action.

Hilton ambassador

HILTON Surfers Paradise has announced local Channel Seven presenter Liz Cantor as its ambassador ahead of the hotel's official opening mid next month.

CNS lounge overhaul

CAIRNS Airport will upgrade its international departure lounge by the end of 2011, after awarding a \$15m contract to the firm which completed the \$200m domestic terminal redevelopment.

The project is expected to increase the level of services for international passengers passing through the FNQ gateway.

The new terminal will feature a new walk through duty free store, refreshed specialty and food and beverage outlets and a more streamlined processing area for Australian border control, and security screening agencies.

AirAsia X discounts

KUALA Lumpur-based low cost carrier AirAsia X has launched a sale on international routes, valid for travel from 21 Jun to 10 Sep 2012, when booked by 17 Aug.

Options from KUL include flights to Seoul and Tokyo, priced from \$85 one way, or to London and Paris starting at \$222 one way.

Launceston 2-for-1

TASMANIAN Expeditions has a two for one deal at the Hotel Charles in Launceston for pre and post accom, when booked with a tour by 31 Aug - 1300 666 856.

Indochina India brox

TRAVEL Indochina has launched its 42-page Handmade Holidays and Footloose India, Sri Lanka and the Maldives brochure today.

The product caters to independent travellers looking for bespoke travel alternatives according to md Paul Hole with dedicated content for Sri Lanka and selected Maldives resorts being offered for the second year.

Creative Tassie agent incentive



ABOVE: Creative Holidays and Virgin Australia took a group of Tasmanian incentive winners on a fantastic famill to Los Angeles and Las Vegas recently.

The group experienced Virgin Australia's Premium Economy product in both directions to LA, while hire cars took the agents on an open road trip to Las Vegas, with stops along the way at hotels offered through Creative.

A highlight of the trip was a live stage show of Viva Elvis at Aria Resort and Casino, Las Vegas.

Pictured on the Vegas 'Strip'

leading into the city, from left are: Rachael Pearce, RACT Travelworld; Katie Whittaker, Travelscene Kings Meadows; Ashlee Viro, Andrew Jones Travel; Christina Millington, Huon Travel & Cruise; Emma Blacklow, RACT Travelworld; Melissa Train, VA travel industry account mgr Vic/Tas; Vito Romeo, Creative Holidays, state sales mgr Vic/Tas; Louella Horne, RACT Travelworld; Fiona Blizzard, Roberts Travel; Stacey Heawood, The Travel Studio; Eleni Vailas, RACT Travelworld & Lea Athanasopoulos, Creative Holidays.

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Brochures of the Week

WELCOME to Brochures of the Week, **Travel Daily's** Mon feature. *If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including an image of the front cover plus contact details to brochures@traveldaily.com.au. And don't forget our **FREE brochure listing service** at www.traveldaily.com.au/brochures.*



Contiki - USA, Canada and Mexico 2012/13
This brochure offers 20 itineraries in the North, South, East and West of America, Canada and Mexico. It also has short breaks in LA, New York and Hawaii and ski options in Lake Tahoe, as well as New Years Eve Experiences in Las Vegas & New York. New for 2012 is the four-day Miami New Year tour - contiki.com.au.



APT - China 2012
APT has released its 2012 brochure for China offering seven itineraries and fly free, companion fly free and discounts. New tours include the 10-day Essence of China itinerary, the 21-day China, Vietnam & Cambodia and the 21-day Best of China & Vietnam trip. There's also two private rail journeys on the exclusive Shangri-La Express. More info at www.aptouring.agents.



Kumuka - European Winter 2011/13
This program covers tours through Europe in summer and winter for the 18-55 market. Kumuka has already guaranteed its festive tours and says it will look to offer parallel departures based on demand. The tours are based on 3-4 star accommodation, with each trip including free time, giving clients freedom to explore. To download a copy visit www.kumuka.com.



Uniworld Boutique River Cruise Collection - Europe and Russia 2012

Uniworld's 2012 Europe and Russia program has been launched including two new itineraries that take in the Netherland's once a decade Floriade event. The program has 32 itineraries, ranging

from 8 to 32 days in length along the waterways of Central and Eastern Europe, France, Portugal, Spain and Russia. Pay-in-full savings of up to \$3,800 per couple are available up to 30 Sep - uniworldcruises.com.au.



Cosmos - 2012 North America and Canada
Cosmos has expanded its North America product to include the Calgary Stampede and a new 10-day British Columbia wildlife tour in 2012. Two new tours have also been added to the 36 holiday options, with special events departures in 2012 featuring The Old South and Florida Marde Gras in New Orleans and the

Enchanted Southwest Albuquerque Balloon Fiesta departing in Sep & Oct. More info online at www.cosmostours.com.au.



Silversea - 2012 Voyages
This 200-page brochure features over 200 itineraries on seven continents, in 100 countries. New this year is a back cover pocket booklet that highlights the 'Passport to Luxury' promo incl Onboard Spending Credit of up to \$1,500 per suite on most 2012 voyages. Also introduced for the first time are three new West Africa expedition itineraries. Copies are available through TIFS.

Suite Crowne deals

CROWNE Plaza Canberra is offering business travellers long stay suites deals priced from \$210 per night for stays of seven nights or more - www.crowneplaza.com.



Monday 15th Aug 2011

WIN A HOLIDAY TO MAURITIUS

The latest entry into this month's Mauritius competition comes from Karlee Dawson of Jetset Belmont.

Karlee is pictured right about to eat her delicious cupcake, but wishing it was a cafe in Mauritius that she was sitting in.

For your chance to win a sensational Mauritius holiday package for two, courtesy of **Mauritius Tourism Promotion Authority, Air Mauritius and Beachcomber Tours**,

simply send in a picture of yourself dressed in a French theme and showing how you imagine yourself escaping winter for the warmth of Mauritius.

The prize includes: Air Mauritius return economy flights for two from Sydney, Melbourne or Perth to Mauritius; five nights twin share accommodation in a luxurious Junior Suite at the 5-star Trou aux Biches Resort & Spa and daily breakfast & dinner for two.



Email your entries to: mauritiuscamp@traveldaily.com.au

[CLICK HERE](#) for terms & conditions and to view other photos for entry into the competition.



\$1,623 fares to Europe

VENTURE Holidays has airfares to Europe priced from \$1,623 with Malaysia Airlines departing SYD, MEL, BNE and ADL, when booked in conjunction with land content to the value of at least \$300, for travel to 02 Dec.

Fares are available to London, Paris, Rome, Frankfurt, Istanbul and Amsterdam, when booked before the end of this month.

Venture has three- & four-night accom packages priced between \$300- \$423 in all six cities.

MasterChef weekend

PEPPERS Manor House in the NSW Highlands has created a specially crafted weekend package inspired from the latest MasterChef TV series.

Priced from \$495 per couple per night, the MasterChef Long Weekend Experience on 02 & 03 Oct includes accom in a Cottage Room, a 5-course degustation dinner, breakfast at Katers, and tickets to the Bowral Tulip Festival.

Additional nights can be added at \$199 per night.

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.

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HOT NEW ROLES AVAILABLE NOW FOR TALENTED EXECUTIVES

TREAD THE HALLS OF POWER

SENIOR ACCOUNT MANAGER

CANBERRA – SALARY PACKAGE NEG TO \$95K INCL CAR

Do you take your career seriously? If you believe that your profile would seriously benefit from having a powerful Brand behind you, consider this role. You are an experienced Account Manager capable of handling a portfolio of prestigious Corporate and Govt clients. Develop strategic business plans, deliver to agreed objectives & targets, and be accountable for the ultimate retention & growth of the business.

ARE YOU THE MISSING LINK?

BUSINESS SOLUTIONS MANAGER

SYDNEY – SALARY PACKAGE TO \$95K+

Would you like a unique role that combines all of your experience in operations & sales with your skills in I.T. & travel systems? If you have both front-end and back-end experience in GDS you can identify functionality problems and offer solutions to your clients, linking your sales and operations teams to deliver exceptional service to your clients and improve their business processes.

COACH FOR SUCCESS

CALL CENTRE TEAM LEADER

SYDNEY – SALARY PACKAGE TO \$77K

With a major focus of this role being the development of your team, you'll need proven skills in coaching & mentoring and performance management in a Call Centre environment. If you thrive in a fast-paced business and want to work for a company that believes in succession planning for your future development, this role will offer you the chance to shine. A great salary package + benefits are on offer now.

YOU CAN'T WORK WITHOUT TECHNOLOGY

BUSINESS DEVELOPMENT MANAGER - GDS

SYDNEY – SALARY PACKAGE OTE \$80K+

Make your sales career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationships across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you're experienced in sales, please apply now.

USE YOUR POWERFUL INFLUENCING SKILLS

SENIOR BUSINESS DEVELOPMENT MANAGER

PERTH – SALARY PACKAGE OTE \$100k +

This exciting senior role is looking to be filled as soon as possible. If you have the ability to build networks within the Perth retail travel market, managing key client relationships while focusing on securing new business, this is a rare opportunity. With your ability to drive growth and negotiate at a senior level, you'll have runs on the board that can't be ignored. Sell yourself in to this fantastic new role today.

LOVE A GREAT EVENT?

SENIOR EVENT MANAGER

SYDNEY – SALARY PACKAGE DEP ON EXPERIENCE

This organisation is committed to delivering the best event management, group travel and incentive programs for clients of all sizes using their experience teamed with creativity and innovation. If you have experience in managing corporate Events, from small corporate meetings through to large international incentives & conferences, come and see what this fantastic, growing organisation can offer you.

SOLELY RESPONSIBLE FOR THE STATE

SALES EXECUTIVE – LEISURE SALES

MELBOURNE - SALARY PKG \$55k + Car Allowance + Bonus

This fun product requires the skills of a self motivated and driven sales executive to rise to the challenge and run the territory across VIC/TAS. This fantastic new role has your name on it! Your friendly personality, strong presentation skills & creative ability is required here to build strong Trade relationships and drive revenue growth. Great families, car allowance & bonuses await the perfect candidate.

CREATE THE BIG PICTURE

PROGRAM MANAGER

MELBOURNE - SALARY PACKAGE BASED ON EXP

As an enthusiastic, creative and energetic individual you will have the ability to develop and attain the big picture for your clients with extensive experience working in the incentive & conference logistics arena. This role is responsible for creating unique experiences requiring your extensive international experience. Strong leadership skills are essential. Events Pro and CRS experience highly valued.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis

Linda Green

Toni Francis

Kathryn Hebenton

MANAGING DIRECTOR

NSW & ACT

NSW & ACT

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Ph: 02 9231 1299

Ph: 02 9231 2825

Ph: 02 9231 2825

Ph: 03 9670 2577

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

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



Today's HOT jobs



Ben Carnegie

Travel Technology Sales Execs

Fantastic opportunities await in many locations across Australia & New Zealand. The travel distribution industry is seeking Sales Executives to join their rapidly expanding teams. You will be supplied with the tools of the trade & the support of a multi national company. A knowledge of the territory you will be working in is highly regarded. GDS knowledge is ess.

- ▶ Excellent training & career advancement opportunities
- ▶ Multiple roles, Sydney, Perth & Auckland
- ▶ Excellent salary packages on offer

Click here for more details or call Ben.



Liz Vibert

Sports Group Travel Consultant

Bring your love of sport and travel together! Work for the largest tour operator in this field & put together sporting tours for major events, FIFA World Cup, Rugby World Cup, Cricket World Cup to name a few. You will need at least 2 years

travel industry exp, a professional and confident phone manner and ability to close the sale, shy people won't cut it here!

- ▶ Calling all sporting enthusiasts!
- ▶ Based in a popular sporting venue in Sydney's eastern subs
- ▶ Salary up to \$40K + bonus + loads of perks

Click here for more details or call Liz.

Commercial Analyst

Join this global force in e- travel wholesaling and specialise in driving revenue for your assigned destination. A dedicated revenue analyst is sought to join their highly motivated and success driven team in maintaining momentum and working with an unwavered focus towards increased commercial success. This role is perfect if you have a background in hotel revenue management and are looking to move into the hotel.com space.

- ▶ Global accommodation e-travel wholesaler
- ▶ Modern work environment, views across Sydney
- ▶ Salary up to \$65K + super

Click here for more details or call Ben.

Online Travel Coordinator - Gold Coast

Located on the beautiful Gold Coast, this highly multi cultural company is a combined Wholesale and Retail Travel company who specialise in travel to distinct popular holiday destinations. With offices located nationally and also overseas you get the cozy feeling of working for a local business yet the vision, resources and support of a global company. You will be booking Bali & Japan so bring your passion for these destinations.

- ▶ Calling Bali & Japan gurus!
- ▶ Gold Coast location
- ▶ Salary up to \$40K + super

Click here for more details or call Liz.



Kristi Gomm

Domestic Corporate Consultants

Proving to be the innovator of the corporate TMC's, their rapidly expanding team is seeking more people to join them. With opportunities in both online and direct domestic divisions, this could be your chance to break into the corporate world. Strong destination knowledge of Australia and GDS exp is required, Sabre preferred but not essential.

- ▶ Great employee benefits & ability to earn good commissions!
- ▶ Brisbane CBD location
- ▶ Salary between \$45K - \$48K + super

Click here for more details or call Kristi.



Sandra Chiles

Senior Retail Travel Consultant - Perth

Retail with a difference! It's all about exceptional customer service, no unattainable targets here! This role focuses on your service skills not just sales. Located in east Perth, easily serviced by public transport and cafes close by, you will be

working within a small travel team managing all the travel needs of membership based organisations - some with up to 30,000 members.

- ▶ Work Monday to Friday only!
- ▶ Located in East Perth
- ▶ Salary up to \$50K + super + incentives

Click here for more details or call Sandra.

As the first travel recruitment specialist in Australia we know the travel job market better than anyone, call us to discuss your career path.