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Monday 22nd August 2011

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Qantas no confidence move

THE union representing Qantas engineers has launched a move which seeks to have a "no confidence" resolution considered at the next QF Annual General Meeting on 28 Oct.

Three proposed resolutions attack the board, chairman Leigh Clifford and ceo Alan Joyce, claiming they have "presided over a significant destruction in the value of shareholders' interests in the company".

If 100 shareholders support the motion it will be placed on the notice paper for the AGM, which is circulated to all shareholders.

It cites the dismal share price performance of the carrier, saying that when Clifford was appointed QF shares were trading at \$5.62, compared to the current level of around \$1.45.

Other issues raised include a failure by QF management to "develop cooperative working relationships with its labour force" - and last week's wide

ranging strategy announcements which will see "people who want to fly Qantas between Australia and England via Bangkok or Hong Kong [spending] most of their journey aboard a British Airways aircraft" (TD 16 Aug).

The union insists the motions are not a vote against change, "but rather a vote against the wrong kind of change".

Hobart cruise terminal

TASMANIAN ports authority Tasports has announced the creation of a new \$7 million dedicated cruise and Antarctic facility in Hobart.

The revamped Macquarie Wharf No. 2 shed will have improved traffic arrangements and better facilities, with cruise ship access at one end, the Antarctic division at the other and a "flexible space in the middle".

"This is a remarkable development for Tasmania, which is fitting as we welcome substantial growth in cruise ship visits for the coming season and prepare to celebrate Antarctic exploration with the upcoming centenary event," said Tasports chairman Dan Norton.

Building is expected to commence after the end of the upcoming season in May 2012.

Cruise Down Under gm Jill Abel welcomed the move, saying Hobart was a "highly attractive destination for cruise shipping".

NZ no longer an agent

AIR New Zealand has ceased trading as a travel agent in Australia, with a TCF update this morning confirming the voluntary withdrawal of its offices in Sydney, Brisbane, Melbourne and Eagle Farm from the scheme.

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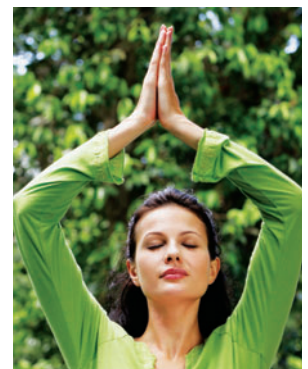
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United 747s to stream videos in Economy

UNITED Continental Holdings', will invest US\$550m into onboard products, incl streaming wireless video on United Air Lines ageing Boeing 747-400 fleet, which operate on transPacific routes.

However, long-desired personal seat-back in-flight entertainment units in the Economy cabin appear to have missed the cut.

Instead, UA will offer streaming to Economy pax via their own wi-fi enabled handheld devices, tablets and laptop computers.

The parent company of the joint United & Continental Airlines, also said it will add flat-bed seats on 62 other long-haul jets, increase the size of overhead storage bins on over 150 planes and install wi-fi on more than 200 aircraft.

Additionally, UCH confirmed its fleet of 787 Dreamliner aircraft, the first of which assigned to CO, entered the Boeing assembly line last week (TD Thu) & will offer an Economy Plus cabin with 63 seats.

It will also feature 36 Business First and 120 Economy seats.

CO's first Dreamliner aircraft will be used to fly between Houston and Auckland (TD 27 May 2010).

ACCC draft OK for QF/AA pact

THE ACCC is proposing a five year authorisation for the Joint Business Agreement between QF and its oneworld partner American Airlines (TD breaking news).

QF and AA plan to coordinate all of their businesses, including flying operations, pricing and revenue management, cargo, passenger sales, marketing, scheduling, airport services and frequent flyer programs.

The ACCC says it believes the JBA will "result in new and improved products and services" as well as giving the carriers an incentive to offer new fare products - particularly for the corporate market - which may result in lower ticket prices on many trans-Pacific routes.

The move follows the ACCC's interim authorisation of the pact (TD 09 Jun) which allowed QF/AA to conduct coordinated marketing campaigns in Australia and the US for the new Qantas direct flights to Dallas Fort Worth.

Last month (TD 21 Jul) QF confirmed load factors in excess of 90% on the new DFW route.

Further submissions on the pact are now invited prior to the ACCC making its final decision.

Athena to sail Japan

CLASSIC International Cruises will operate its first ever sailing from Australia to Japan on the 550-pax Athena in Mar next year.

The 38-night voyage from Perth is the cruise line's longest ever round-trip journey from Australia, and will make stops in Pare Pare on the Indonesian island of Sulawesi, Manila, Shanghai, Hong Kong, and Kota Kinabalu.

In Japan, Athena will visit Okinawa, Osaka, Nagasaki, Hiroshima and Shimizu.

The 07 Mar cruise is priced from \$5,995ppts - classicintcruises.com.

Wong appointments

HELEN Wong's Tours has named Kevin Du as the wholesaler's new Marketing & Sales Manager, promoted from the role of NSW/ACT bdm he's held since 2010.

Former Air Mauritius Sales & Marketing Executive Maryanne Perera has taken Du's bdm role.

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2012 ANZAC DAY TOURS



QF/SAA want five more years

QANTAS says that without the codeshare between itself and South African Airways on the South Africa route, it is "highly probable the route would eventually be served by a single direct carrier".

In a further submission on the QF/SAA pact to the International Air Services Commission (**TD Fri**), QF is urging a five year extension of the deal, because "rolling short term determinations do not give

us the investment certainty we need to develop the route".

Qantas said that despite the withdrawal of V Australia from the route, "competitive forces of themselves are not a basis for denying continued code share approval," with another key factor being the involvement of third country carriers, "particularly in periods of high demand".

QF also said the codeshare gave it an incentive to continue to market Australia in South Africa, saying that QF spent \$345,000 on marketing activity in the country - in contrast to claimed Tourism Australia promotional spending of "significantly under \$100,000."

AirBerlin chief quits

THE long-time ceo of German oneworld member-elect Air Berlin, Joachim Hunold, has resigned from the carrier after unveiling a €43.9m quarterly loss and a significant cost-cutting program for the carrier.

Hunold, who has run the airline since 1991, said that improved yields and cost cutting had not been enough to offset the impact of aviation taxes, high fuel prices and a downturn in business to destinations including Egypt.

A restructure will see AirBerlin reduce its fleet by 8 aircraft and cut some regional operations, while concentrating on its main hubs in Berlin, Dusseldorf, Palma de Mallorca and Vienna.



Window Seat

LOOK out for a revised DFAT Smartraveller advisory for Austria - tourists definitely need to be warned about an aggressive goat in the spectacular Tyrol region.

News reports from Innsbruck are carrying details of an attack by the goat on a German couple who were hiking towards the village of Ausservillgraten, near the border with Italy.

The pair say they were literally forced to grab the beast by the horns - and hold on tight - because every time they let it go, the goat continued being an absolute pain in the butt.

Police were eventually alerted to calm the enraged animal down, and although the couple weren't injured, officers have ordered the goat's owner to pay for their ripped clothing.

AND in other destination news, the residents of the Cook Islands tourist haven of Aitutaki are reeling after experiencing their first ever bank robbery.

It's believed that about \$200,000 is missing after the robbery of the Bank of the Cook Islands branch which happened one night last week.

The island's mayor, John Baxter, said he believes the perpetrators must be outsiders, because the island only has 1800 permanent residents.

"If it was done by one of the local lads, then surely they would have talked and we would have got to the bottom of this," he said.

The money stolen was mostly savings from locals.

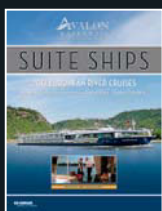


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Oceania cruise shuffle

OCEANIA Cruises is to offer a range of Canada & New England sailing options next year, with new voyages aboard the 684-pax *Regatta* planned for Sep/Oct.

Previously, *Regatta* cruised the Mediterranean between Aug and Nov, but in 2012 the ship will sail from Lisbon to New York on 11 Sep, then offer 11-night cruises from New York to Montreal on 25 Sep & 07 Oct, a 13-nt roundtrip cruise from New York on 19 Oct, and a 24-night voyage between New York and Miami on 02 Nov.

Canadian cruise highlights incl the Bay of Fundy, Saguenay Fjord and the St Lawrence River.

Million Dollar event

THE 20 overseas and Australian finalists in Tourism Queensland's Million Dollar Memo promo will make their way to the Sunshine State on Wed to compete in the 10-day Incentive Challenge Event being held on the Qld coast.

CX Premium Economy

CATHAY Pacific will introduce a Premium Economy cabin on new 347-seat Boeing 777-300ER jets, to be phased in from 02 Mar.

According to GDS displays, the first aircraft to feature the new cabin will operate on select days between Hong Kong and Toronto.

The new 777 layout does away with a First Class cabin, consisting of 40 Business, 32 Premium Economy and 275 Economy seats.

New travel deals site

ANOTHER last minute travel deal website has launched this month, with its founder claiming it will "give Aussies inspiration on what to do with their weekends or annual leave."

Tripadeal.com.au offers short-life discounts on tours, hotels and packages in Australia, NZ & Asia, targeted at the 18-40 "global youth travel market", however deals are based on meeting a minimum number of sales.

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BITRE 2010/11 OTP report out

A NEW report by the gov't's Bureau of Infrastructure, Transport and Regional Economics shows that Regional Express was the most punctual airline in Australia for the year to 30 Jun, with 86.2% of its departures on time over the 12 month period.

That was just ahead of WA-based Skywest at 85.8%, while QantasLink came in at 78.5%.

Among the major domestic airlines Qantas ranked well, with 83.8% of its departures on time - followed by Virgin Australia at 79.9%, Jetstar at 77.1% and perennial latecomer Tiger Airways at 65.9% overall.

Across the industry just over 1.2% of scheduled flights were cancelled during the year, with the worst offender again being Tiger Airways, with 3% of its services cancelled - and that doesn't include its recent five week grounding by CASA.

The worst route to travel on was

Sunshine Coast-Melbourne, with just 56.2% of flights departing on time during the year.

See bit.ly/OTPstats_2010-11

Creative preview brox

CREATIVE Holidays will launch its first ever Preview brochure for Europe & the UK allowing agents to book 2012 product ahead of the normal Oct-Nov release.

The brochure offers accom, sightseeing tours, transfers and car hire, and a selection of Uniworld Boutique River Cruises.

MD Paul McGrath said Creative's Europe/UK program has gone from strength to strength in 2011.

"The preview brochure is a great chance for agents to get ahead on their 2012 sales" with value add options on offer to up sell to clients, McGrath said.

The program also features a range of stopover packages in Bangkok, Hong Kong and Dubai.



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The five travel agencies with the highest number of V Australia bookings in July and August will win one of five star-studded trips to LA for four members of staff.

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CHILEAN eco-adventure operator *explora* says Australian passengers now comprise about

10% of its total business, after being active in the local market for the last decade.

Last week the luxury lodge firm's ceo Jesús Parrilla visited Australia along with marketing manager Alberto Arellano - and the timing couldn't have been better, with Qantas announcing its new direct flights to Santiago right in the middle of their visit.

The new destination will make it easier to travel to *explora's* three luxurious lodges, because of LAN Airlines' extensive network based out of Santiago.

The lodges are located in the Atacama and Patagonia along with Easter Island, and guests are offered a range of adventures and experiences during their stay.

Year-round programs range from wildlife strolls right through to trekking, horse-riding and cycling - and Australians are a key market because they stay longer, return more often and are also more likely to experience more than one of the lodges during their trip to South America.

Pictured above at a function on Fri are Alberto Arellano (left) and Jesús Parrilla (right) with the company's long-time Sales Manager for Europe and Australia, Ximena Samora, who is holding *explora's* unique brochure which doubles as an intriguing guidebook to the destinations.

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Queues for scanners

AUSTRALIA's first ever trials of body scanners at Sydney Airport this month saw the technology used over 4,000 times and had people queuing to trial them, according to Federal Transport Minister Anthony Albanese.

The govt said that 40% of those scanned were identified as having metallic and non-metallic items in or under their clothing, which was most commonly found to be wallets and jewellery.

"Feedback from the public indicates that there is a genuine traveller interest in the technology and what the government is doing to boost the security of our airlines," Albanese said on Fri.

Trials of the scanners moves to Melbourne International Airport next, from 05-30 Sep, with the plan to adopt the body scanners at all Australian international gateway airports in the future.

Pagoda puppy pals

HONOLULU's Pagoda Hotel is now enabling guests to check-in with man's best friend.

Pet-friendly rooms are available on the first floor at the Aqua Hotels and Resorts managed property, charged at US\$25 per night, plus a \$100 security bond.

WIN A BOTTLE OF FRENCH CHAMPAGNE

This week *Travel Daily* has teamed up with **Aircalin** and **New Caledonia Tourism** and is giving five lucky readers the chance to win a bottle of Piper Heidsieck champagne.

New Caledonia the "Pacific Heart" is so close, less than 3 hours from Australia. Aircalin flies to Noumea from Australia 12 times per week. For more information go to:

www.visitnewcaledonia.com.

To win, be the first person to send in the correct answer to the question below to:

newcal@traveldaily.com.au.

Which airline has the most weekly flights to New Caledonia from Australia?



2nts free in Vanuatu

THE Grand Hotel & Casino Vanuatu has extended its Stay 5, Pay 3 deal until the end of Aug.

Guests can take advantage of the deal between 01 Nov-15 Dec, and 01 Feb-31 Mar 2012.

The offer, available through wholesalers, also includes brekkie, transfers and free internet access.

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Fri's book winner

CONGRATULATIONS to Tracy Harvey of Go Travel who was the final winner in last week's mini-comp to win a copy of Tony Park's latest novel 'African Dawn', courtesy of The Africa Safari Co.

Guam entry advice

THE govt is advising Australian passport holders travelling to or transiting in Guam under the US Visa Waiver Program must apply for an Electronic System for Travel Authorisation (ESTA).

The Dept of Foreign Affairs and Trade also says Aussies can enter Guam for up to 45 days under the Guam Visa Waiver program for business or tourism.

Local Aus Zoo pass

QUEENSLAND residents buying admission tickets to Australia Zoo up until 31 Aug will receive an African Adventure Pass, enabling unlimited entry to the attraction (including its New African Exhibit (including its New African Exhibit to debut on 17 Sep), to 24 Dec.

Hilton Huanying

HILTON Worldwide has launched a new Chinese welcome program at 51 hotels & resorts, including Hilton Hotel Sydney, dubbed Hilton Huanying.

The program sets out to meet cultural needs and expectations of Chinese travellers, including Mandarin-speaking staff at the front desk, guest room amenities and breakfast items.

MH Sapphire offshoot

MALAYSIA Airlines is expected to formalise plans for a new subsidiary called Sapphire as early as this week that will operate short-haul services.

The airline will come under the control of Firefly which will switch from a low cost carrier to full-service turboprop operator, the Singapore *Sun* reported.

Marque PCO incentive

PROFESSIONAL Conference Organisers booking an event or group accom block to the value of \$5,000 from now til 28 Jan at The Marque Sydney will receive a bonus \$150 Tiffanys voucher.

The property has Day Delegate Packages priced from \$46pp and accom from \$155/night - email banquets.sydney@MarqueHotels.com.

Contiki reaching new heights



ABOVE: Contiki Holidays and Student Flights teamed up to bring a taste of Hollywood glamour to the streets of Sydney, Melbourne and Brisbane last Thu, with a series of 'pop up' red carpet events.

Lunchtime passerbys at the QVB in Sydney, Southbank in Melbourne & King George Square in Brisbane had the chance to experience a glamorous Tinseltown-esque event, complete with Hollywood stars, such as Marilyn Monroe, Uncle Sam, Superman and Elvis.

People participating in the events were given the chance to win prizes, including a trip for two

to the US, courtesy of Contiki and Student Flights.

Pictured here on the red carpet in Melbourne with Elvis, Uncle Sam and Marilyn are Contiki Holiday's Victoria Sales bdms Lucy Styles (left) and Alisha Moss.

Darwin Discovery trip

TERRITORY Discoveries has a 4-night Historic Darwin introductory package for people wanting to learn more about the NT capital.

Priced from \$505ppts, the deal includes a Cultural Discovery walking tour and a Wildlife Park and Cruise Tour - phone 13 67 83.

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AFL Rd 22 Winner

CONGRATULATIONS

Brian Kerr

from Show Group

Brian is the top point scorer for Round 22 of *Travel Daily's* AFL industry footy tipping competition, and has won the *Explorer Series 302* video camera goggles, courtesy of *Active Out There* and *Liquid Image*.



Major Prize Sponsors

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**



MEL int'l arrivals soar

MELBOURNE Airport reported a 12% year on year increase in int'l pax arrivals in Jul, up to 581,564 people, with strong growth from the Philippines, Japan and China markets, while domestic figures slipped 3% to 1.816 million.

NZ rail enhancement

NEW Zealand rail operator KiwiRail has recommenced the operation of its Tranz Scenic journey between Christchurch and Picton, with the train now renamed the Coastal Pacific.

The journey has been suspended for almost six months due to the Christchurch earthquake, but the relaunch aims to give the coastal service a "lift and an identity of its own, so it can come out of the shadow of the better known TranzAlpine service," said KiwiRail ceo Jim Quinn.

New purpose-built scenic carriages, with panoramic side and roof windows and GPS triggered commentary in five languages, will debut on the line later this year.

Manly US surf promo

DESTINATION NSW has begun a US promotion of the inaugural week-long Australian Open of Surfing event, which is being hosted at Manly Beach, Sydney from 11 Feb 2012.

The event aims to establish the region as a "world-class surfing and coastal lifestyle destination," said Destination NSW's Director of Marketing, Justine Cooper.

Korean's 3rd A380

KOREAN Air has taken delivery of its third Airbus A380, with the latest superjumbo to assist with boosting KE's flight frequencies between Seoul Incheon and New York's JFK to daily, from 23 Aug.

Alaska promotion

THE Alaska Travel Industry Association is calling on proposals for a new marketing campaign to promote the destination and beef up visitor numbers from Australia.

Request for Proposals are due by 30 Sep - for more information visit www.alaskatia.org.



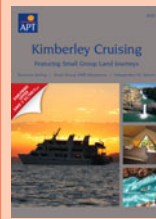
Brochures of the Week

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.**



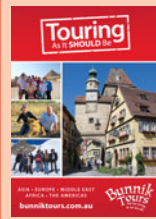
Greece and Mediterranean Travel Centre

Destinations featured in the new GMTC Mediterranean brochure include Italy, Spain, Croatia and Cyprus. A number of experiences are offered in these regions incl Vatican City, the coasts, lakes and mountains of Italy, cliffside buildings in Cinque Terre and century old churches in Venice. Sightseeing in Barcelona includes Cathedrals, The Gothic Quarter, Olympic Village & Guell Park. See greecemedtravel.com.au.



APT - Kimberley Cruising 2012

The new brochure offers 40 departures across seven cruise-land tour combinations onboard Coral Princess Cruises' small ships *Oceanic Discoverer* and *Coral Princess* taking a maximum of 76 and 48 passengers respectively. Also savings of up to \$2700 per couple is being offer on select departures when booked by 31 January 2012. New tours include the 24 day Small Group 4WD Touring & Small Ship Cruising holiday and the 19 day Small Ship Cruising & Small Group 4WD Touring - aptgroup.travel.



Bunnik Tours - Touring as it Should Be

This new four page agent flyer details the benefits of booking a Bunnik Tours itinerary in Asia, Europe, Middle East, Africa and The Americas. Dot points detail benefits for both agents and their clients, with Bunnik recording exceptionally high satisfaction ratings and repeat traveller bookings. For more info see the special website touringasitshouldbe.com.au.



Niue Island - Niue

Located in the centre of the Polynesian triangle, Niue is serviced weekly by Air New Zealand out of Auckland. The self governed region offers virgin rainforest, caves, rugged coastlines, swimming coves and tracks. The new brochure features an outline of the top 10 things to do in Niue and explains in detail about its accom, dining and activities options. See www.niueisland.com.



Aurora Expeditions - Scotland, Arctic & Russia 2012

Australian owned expedition cruise company, Aurora Expeditions offers cruises to remote areas of the world, featuring small group voyages, flexible itineraries and on board lectures. Prices for the Wild Scotland, European Arctic and Russian cruises start from \$7500 per person twin share, with the Russian voyages taking in polar bears, walrus, pack ice and "secret military life"

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Knock out Ascott VIP event



ASCOTT Limited hosted a 'When I get home' themed event at the Sydney Opera House for 100 of its major supporting clients recently.

The networking event was a way to thank clients for their support said Tan Hock Lee, Manager Corporate Communications.

Three prizes were given out on the night including stays at Ascott Raffles Place Singapore, Citadines Prestige Holborn-Covent Garden London and Ascott Arc de Triomphe Paris.

Two of the big winners on the night were David Ingall, Pacific Spirit's Group Operations

TSAX Be the Difference

TRAVELSCENE American Express says it's had strong support for its Owner Managers Conference being held in Singapore on 18-19 Nov.

"Our Owners Managers Conference is an opportunity for us to review the challenges ahead of us, to learn from each other, and from experts in other sectors, and to collectively plan our roadmap to success," said general manager Jacqui Timmins.

The theme of this year's event is 'Be the Difference'.

\$150 off Air NZ flights

AIR New Zealand is offering a \$150 discount off any return Economy Class fare to NZ (on select dates) until 24 Aug, using promo codes NZ150 or NZ150OFF.

Manager and Natalie Gosselin, Product Manger of Flight Centre Global Product.

Pictured are Chitra Randhawa, Ascott's Senior Sales Manager for Australia and Li Hawkins (right), Ascott's Director of Sales and Marketing for Australia with some of their clients.

Princess cruise deals

PRINCESS Cruises' has launched its 'Best Sale Ever' deals today, including a 13-night New Zealand itinerary ex Sydney priced from \$1,399ppts, on sale until 14 Oct.

Other deals are available in Australia and Asia, along with a range of sectors on its 2012 World Cruises.

SQ adds a sweet drop

SUITE and First Class Singapore Airlines pax will now be offered the premium 2009 Chateau Filhot Sauternes white wine from Bordeaux, France on flights.

Paradise appointment

PARADISE Palms Resort & Country Club has named Praveen Adiyodi as Food & Beverage Ops manager.

WIN A HOLIDAY TO MAURITIUS

Today's entry into our Mauritius comp comes from **Ky Graham** (pictured right) from **Flying Colours Travel, VIC.**

Ky says that "Great food, wine and company! Will help me escape the cold winter blues for the warmth of Mauritius".

Ky is now in the running to win a sensational Mauritius holiday package for two, courtesy of **Mauritius Tourism Promotion Authority, Air Mauritius** and **Beachcomber Tours.**

To enter this fabulous competition, 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: mauritiuscomp@traveldaily.com.au

CLICK HERE for terms & conditions and to view other photos for entry into the competition.



Thai Smile to operate

THAI Airways International's new regional carrier, Thai Smile, will begin operations in Jul 2012.

The mid-tier carrier is part of TG's expansion plans and will tap into the strong demand for domestic Asian travel.

WTM new mobile app

WORLD Travel Market has introduced a new mobile app. for participants attending its global event in London from 07 -10 Nov.

The app. is available to Android, Blackberry, iPhone and Windows smartphone users and offers the latest WTM, exhibitor and Twitter news, visitor registration, seminar listings and a personal event planner - see wtmlondon.com.

London Palaces rejig

LONDON's Kensington Palace will be closed to visitors from 04 Jan to 25 Mar as it prepares to unveil a new Victoria Revealed exhibit to celebrate the Queen's Diamond Jubilee next year.

The Tower of London will also offer a new Crown Jewels experience from Easter.

Gap Adv. book fair

GAP Adventures is hosting its annual Book Fair at its Melbourne office on 25 Aug, with all proceeds to support the firm's not-for-profit organisation, Planeterra.

Books are on sale for \$3 and the travel industry is being asked to donate any pre-loved novels prior to the event - see bit.ly/gapbooks.

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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BE QUICK FOR THIS *NEW* GM ROLE

GENERAL MANAGER

SYDNEY – SALARY PACKAGE TO \$130K

With a dynamic, fast-paced environment and a leading Brand behind you, you'll thrive in this senior leadership position within a successful organisation. If you are a competitive and results-driven leader with the ability to keep your team focused and performing at their peak, this position will satisfy your career hunger and give you a great profile in the travel industry. Experience in a similar level role is essential.

HERE'S A GREAT INCENTIVE TO MOVE JOBS

SENIOR INCENTIVE/EVENT MANAGER

SYDNEY – SALARY PACKAGE DEP ON EXPERIENCE

This company is committed to delivering the best event management, group travel and incentive programs for clients of all sizes using their vast experience teamed with creativity and innovation. Manage events for prestigious corporate clients, leading a team to exceed all expectations and delight the clients in meeting agreed objectives & outcomes. Work within a passionate, proud and energetic team.

YOU CAN'T WORK WITHOUT TECHNOLOGY

BUSINESS DEVELOPMENT MANAGER

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.

BRINGING IT ALL TOGETHER

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 product you have the ability to identify functionality problems and offer solutions to your clients. You'll be helping your clients improve their business processes and helping the business retain key accounts.

NO NEED TO ANALYSE THIS ROLE, JUST APPLY

REVENUE ANALYST

MELBOURNE - SALARY PACKAGE \$60K + BONUS

This key role in an expanding business will be responsible for inventory management within the pricing department. Your role will be to ensure this product sits in a competitive position within the market while ensuring an effective balance to the margins & yield requirements for the business. Your advanced numerical and analytical skills will be required here with previous experience in a similar role. E-comm highly beneficial.

CREATIVE MICE MARKET SALES

BUSINESS DEVELOPMENT MANAGER

MELBOURNE & SYDNEY - SALARY PACKAGES OTE \$100K+

Do you know how to hit the ground running and make your mark on securing new Event business? Working within the corporate sector you already have the ability to create new opportunities and win business, but in this role you can show off your creative flair by putting together detailed proposals for exciting incentive & event business. Huge rewards for the most talented and experienced candidates.

COVER THE COUNTRY AND ACROSS THE DITCH

BUSINESS DEVELOPMENT MANAGER - GROUPS

SYDNEY – SALARY PACKAGE NEG TO \$80K DOE

If you're passionate about Australia & New Zealand as a destination and have great personal knowledge of the region, you'll love this exciting national role. Working autonomously, you'll have proven sales skills on the road managing a large territory, focusing on groups and/or inbound business. This role offers you the scope to join an international organization and work within a fun team environment.

LEAD THIS BOUTIQUE OFFICE

CORPORATE OPERATIONS & ACCOUNT MANAGER

PERTH - SALARY PACKAGE DEP ON EXP

Feel at home in this intimate TMC where you will be overseeing a team of skilled consultants. You will need to proven experience and have exceptional knowledge of corporate travel, training & development and client relationship management. This role allows you to take full management control of this lovely office and manage future growth and development which is right on the horizon.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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NSW & ACT
Ph: 02 9231 2825

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Ph: 02 9231 2825

Kathryn Heberton
VIC, SA, WA, QLD
Ph: 03 9670 2577

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

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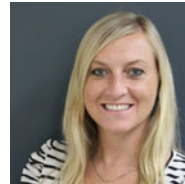


Sales & Account Manager

Our client is an innovative and energetic events & catering company that oozes with creativity. There is a huge variety of products for you to sink your teeth into and these can vary from fun corporate team building days to entertainment services to offsite catering for private and corporate parties. Enjoy selling products that suit concepts clients are seeking.

- ▶ Great team and working environment
- ▶ **Central Sydney location**
- ▶ Salary up to \$65K

Click here for more details or call Ben.



Adventure Specialist - Melbourne

Is adventure your passion? Tired of selling the same thing over and over again? Feed your thirst for adventure travel with this role. This highly sort after adventure travel company offer an enormous range of different adventures across 60 countries worldwide, from easy walks to 6000 metre climbs. Sell exciting adventure itineraries over the phone & online.

- ▶ Are you an experienced Adventure Travel guru?
 - ▶ **Melbourne CBD**
 - ▶ Salary up to \$45K + lucrative incentives + educationals
- Click here for more details or call Liz.**

Passionate about Fiji & the South Pacific?

Do you love servicing your clients and their travel needs, but you're looking for a new work place that removes you from consulting face to face? I am seeking experienced Retail Travel Consultants that have a passion for Fiji and the South Pacific to join this incredibly successful company. Market leaders in their field and offering a competitive base salary with uncapped earning potential for commission based sales.

- ▶ Multiple positions available
- ▶ **Sydney CBD**
- ▶ Top consultants earn over \$100K OTE

Click here for more details or call Ben.

Corporate Travel Consultant - Sydney

Join this dynamic boutique corporate agency in their beautifully restored offices in Sydney's famous Rocks area. They have a very prestigious high end client base and VIP accounts. They believe in paying above the industry norm to secure the best Corporate Travel Consultants in the business. You will be booking interesting and intricate itineraries to both domestic and international locations, so superior airfare knowledge is ess.

- ▶ Great team who just love to come to work!
- ▶ **The Rocks, Sydney**
- ▶ Salary up to \$60K package

Click here for more details or call Liz.

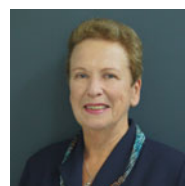


Temp Corporate Travel Cons - London

Looking for work in London? Together with our UK partners we have your answer to a fabulous new job in London! International, award winning Business Travel Companies are looking for Temporary Corporate Travel Consultants to work in their friendly offices in London and the home counties. You will be working on medium to large blue chip accounts.

- ▶ Great benefits include health bonus, travel discounts & more
- ▶ **Work in London, UK**
- ▶ Salary up to £13 p/h + holiday pay

Click here for more details or call Kristi.



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.