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# Travel Daily

First with the news

Thursday 1st December 2011

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## Word of Mouse today

**TODAY'S** issue of *TD* includes the latest edition of Disney's trade update, with details of Toy Story Land in Hong Kong as well as opportunities to win tickets to a Muppets preview screening - for details see **last page**.



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## Virgin Australia adds SIA

**THE** ACCC approval of the alliance between Singapore Airlines and Virgin Australia (*TD* breaking news) means the Virgin global network will cover all major aviation markets out of Australia.

The groundbreaking pact also gives Singapore Airlines a domestic partner for the first time since the Ansett collapse a decade ago, with the carriers authorised to cooperate on "all aspects" of their operations for the next five years.

Joint pricing, scheduling, marketing and sales will take place - including joint bids and pricing for services to corporate and government accounts - and will also see cooperation on frequent flyer and lounge access

### Force is with Egencia

**TRAVELFORCE** has today officially rebranded as Egencia, with the adoption of the new identity being the latest step in the company's evolution after it was bought by the Expedia offshoot earlier this year (*TD* 06 Apr).

All of Travelforce's corporate travel and business events operations will be recognised under the Egencia brand, while the leisure-focused operation will be known as "Travelforce Private, an Egencia Company".

MD Ken Pfaffmann said bringing Travelforce under the Egencia brand had created "one strong, unified business".

"to improve the Alliance's overall offering," according to the ACCC.

Chairman Rod Sims said the commission believes the deal will result in "material public benefits" including better online connection options and potential new routes and frequencies.

The enhanced product and service offering "is likely to trigger a competitive response from other airlines (particularly Qantas)," Sims added.

Other benefits cited include cost savings and other efficiencies and "potentially, the stimulation of tourism".

And although the deal will direct domestic on-carriage or feeder traffic to Virgin Australia rather than other domestic airlines, the ACCC believes this is "unlikely to undermine the competitive position of other domestic carriers".

The ACCC also said it considers the pact is unlikely to see Virgin Australia and Tiger Airways Australia coordinate their pricing, output or commercial decisions in the domestic market despite SIA's shareholding in Tiger.

Virgin now has fully authorised alliances with Delta Air Lines, Air New Zealand and Etihad in addition to the SIA pact.

A key product to be developed under the alliance is an Air Pass for incoming international tourists "in order to promote travel to Australia internationally."

## Seven pages of news

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Disney Word of Mouse

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## Inspiring Journeys NZ

**INSPIRING** Journeys will expand its range of tours to include New Zealand, with three new tours to be offered from Nov next year.

Managing director Tammy Marshall told **TD** this afternoon a 13-day Long White Cloud itinerary which can be split into either an eight-day South Island or six-day North Island trip will be featured in its 2012 product line up.

Also new, and driven by demand, will be an extensive tour of South Australia called Secret South, which can be paired with an add-on to Kangaroo Island, she said.

For more details on Inspiring Journeys see tomorrow's **TD**.

## CATO adds tourist offices

**THE** Council of Australian Tour Operators last night unanimously voted in favour of a move to modify the CATO constitution to create a new membership category for tourist offices.

GM Peter Baily told **TD** the proposal had been warmly received, and followed the recent decision to suspend the Association of National Tourist Office Representatives (**TD** 13 Oct).

"We feel it's an opportunity to increase the relevance of CATO," Baily said, with many of the member wholesalers already heavily involved with the tourist

boards of the destinations to which they take passengers.

Under the amended constitution, Tourist Office members will have the same rights as full CATO members, with one member of this division eligible to be elected to the organisation's committee.

CATO is offering ANTOR members who join a grace period for membership fees through until 31 Mar 2012, with costs of \$460 per annum thereafter.

The CATO website will be upgraded to include tourist offices, and those who join will also benefit from networking opportunities as well as lobbying efforts including representations to DFAT in relation to travel advisories.

Last night's meeting also saw a number of new CATO additions, including Albatross Travel as a full member plus Associated Foreign Exchange, Onyx Hospitality and Moore Stephens as Associate Members of the group.

## DFAT Thailand easing

**THE** Department of Foreign Affairs and Trade has reduced the level of its travel advice for Bangkok and flood affected provinces to the "Exercise a high degree of caution" category.

According to the update, the flooding has led to significant disruption and displacement, but is now less severe than previously.

Bangkok's Suvarnabhumi International Airport is operating normally but Don Muang Airport has been closed, while there are also some disruptions to road and rail transport north of the capital.

## Premium Econ guide

**YESTERDAY TD** subscribers were emailed our latest airline guide, containing details of the Premium Economy cabins of airlines with this class in the Australian market.

The 2011 Premium Economy Airline Guide joins our other existing guides to First, Business and Economy class, and can be downloaded at no charge from [traveldaily.com.au/features](http://traveldaily.com.au/features).

### Premium Economy Guide



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For more information on this role, contact Richard Kellaway in confidence on 0394194399 or email your resume or expression of interest to [richardk@crctraveljobs.com.au](mailto:richardk@crctraveljobs.com.au)

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## Scoot to debut services to Sydney

**SYDNEY** has been announced as the launch route for the Singapore Airlines-owned low cost long haul carrier Scoot (**TD** breaking news), with daily 777 flights to debut from mid-2012.

The new services will be promoted by the airline in a two year partnership between Tourism Australia, Sydney Airport and Destination NSW, with the debut a key factor in achieving the 2020 target of doubling overnight visitor expenditure.

TA md Andrew McEvoy said the Scoot choice "delivers on the strategic approach taken to foster new international flights from key source markets in Asia."

"With Singapore now representing Australia's sixth

largest international tourism market, the decision by Scoot to choose Australia as its first port of call is a tremendous result".

Scoot will be the "first true no-frills airline operating between Sydney and Asia," according to the carrier's ceo Campbell Wilson.

And as well as boosting inbound tourism, the move will "give Australians cheap fares for holiday destinations in Asia," according to NSW Premier Barry O'Farrell.

### A&K chief to &Beyond

**FORMER** global head of Abercrombie & Kent, Joss Kent, has been named as the new ceo of African safari operator &Beyond. More appointments on **page 6**.

## TTF holiday pay worry

**TOURISM** & Transport Forum head John Lee says Fair Work Australia's green light for NSW employers to pay staff a higher hourly rate in lieu of overtime & leave entitlements could lead to a surge in the number of Aussies who don't receive holiday pay.

"This will reduce the likelihood of them taking a holiday, leading to a potential downturn in tourism activity throughout Australia," he commented.

Lee said the move undermines the Federal govts efforts to push domestic tourism through its 'No Leave No Life' campaign, which is aimed at encouraging people to burn their leave on local holidays.

"This decision by Fair Work Australia could result in exactly that - Australians having no leave and no life- because they've traded away their entitlements," he said.

## UA/CO licence sharing

**UNITED** Continental Holdings has received approval to operate United Airlines and Continental Airlines under a single operating certificate as part of the company's ongoing integration.

## Capital shopping deal

**THE** Capital Hotel London has a 2-night Dollar Shopping Package priced from \$AU625, valid for travel 16 Dec to 29 Feb - phone (02) 9211 6590 for bookings.

## Crystal Cruises sale

**CRYSTAL** Cruises all inclusive voyages have been discounted for a limited time, with seven night cruises in a Category E cabin priced from US\$2200ppts, when booked by 30 Dec - 1300 251 174.



**Window Seat**

**HOUSEKEEPERS** at Westin Hotels and Resorts are set to have a bit of extra bounce, after the group announced an expanded alliance with the makers of New Balance shoes.

Under the pact, staff who stand for the majority of their shifts will receive New Balance "slip resistant athletic footwear" - while other initiatives will include "day-to-day stretching routines" before and after work.

**CHRISTCHURCH** is continuing to rise from the rubble of the earthquakes earlier this year - and to help it along the owners of the Pen-y-bryn Lodge in Oamaru have painstakingly created a gingerbread replica of the city's iconic cathedral.

James Boussy and James Glucksman have spent over 100 hours designing, baking, assembling and icing their creation - paying homage to the building which is set to be partly demolished "and will never look the same again".

They're charging a minimum \$10 for an appointment-only viewing of the gingerbread cathedral - but **TD** readers can have a sneak peek below.



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## Etihad flights 95% full

ETIHAD Airways flights between Australia and Abu Dhabi operated with load factors of more than 95% during Sep 2011, latest govt figures have revealed.

Of the 90 EY outbound flights to Abu Dhabi there was an average of about only 12 seats unfilled.



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Canada

## Excite pricing model

EXCITE Holidays has slammed wholesalers using old-school pricing structures which require currency surcharges and changing payment deadlines due to the fluctuation of the Aussie Dollar.

"Traditional wholesalers are always quick to increase rates, but seldom reduce and pass savings to agents when the AUD strengthens in value," ceo George Papaioannou said.

"It's an unfair and outdated system that we have successfully changed," he added.

Excite Holidays' dynamic pricing model INTELIRATES was rolled out in Jun last year and "gives agents control of the booking & payment process for their clients" as prices are adjusted weekly, he said.

## Two agency closures

THE Travel Compensation Fund has announced the voluntary termination of Pavilion Cruise & Travel of Airlie Beach Qld (ABN:57 560 773 325) and Keating Tours of Gunnedah NSW (ABN:74 003 580 265) after they ceased trading.

## KL ladies' taxis

THE Malaysian government has launched a new fleet of female-only taxis, as an initiative to make women feel safer when travelling through Kuala Lumpur.

Initially 50 of the special "Teksi Wanita" vehicles are on the road, with the Women, Family and Community Development Ministry hoping to boost numbers to 400.

Emirates

Hurry, log your sales by 19.12.11 to score a ticket at Emirates Stadium, London

## Starwood Villa Collection

STARWOOD is looking to expand its luxury Villa Collection of properties (TD 11 Nov) with additional hotels in Australia within the next few months, according to Daniella Tonetto, Regional Director of sales & marketing for Sheraton on the Park.

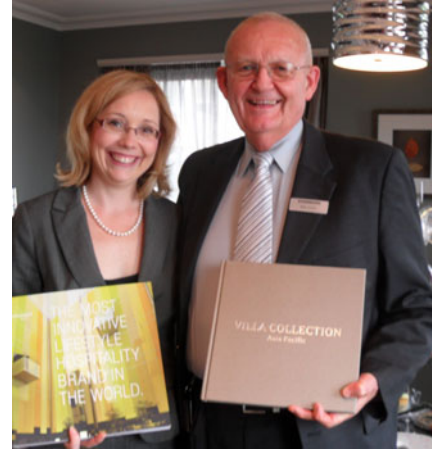
An announcement is expected by the end of 2011 with hopes that a new property will open in the first quarter of next year, she said during the launch of Starwood's new coffee table book and website featuring the Asia Pacific's exclusive Villa Collection.

Starwood has 200 properties open globally across its three luxury brands: St Regis, W hotels and The Luxury Collection - a number which is "bigger than Mandarin Oriental, Ritz Carlton and Peninsula combined" said Bob Lunnun, Director - leisure and luxury sales Asia Pacific.

The group has 57 new hotels in the pipeline globally with the properties currently being built scheduled to open in 2012/13.

St Regis is on schedule to open four hotels in China between Dec 2013 and Jun 2015, The Luxury Collection will deliver the same number starting from Feb 2012, and W Hotel will feature three extra properties from May 2012.

India is on the way to reaching 100 hotels with a new property in Goa just signed, while "All brands except Element will be in India in the next 3 years" Lunnun said.



India has 15 hotels planned to be opened between 2012 and 2016 across six of its brands.

The Villa Collections coffee table book is expected to be reprinted with the new openings in the New Year, while the site [starwoodhotels.com/newhotelsasiapacific](http://starwoodhotels.com/newhotelsasiapacific) will offer updated info on hotel openings and signings.

**Pictured** at yesterday's event are Daniella Tonetto and Bob Lunnun.



## Supplier Updates

**WELCOME** to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE.**

Supplier enquiries for notices: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

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# Curtain call for Club Med Lindeman Is

THE Queensland Tourism Industry Council says the closure of Club Med's only Australian property, Lindeman Island, illustrates the difficult times the Queensland tourism industry has faced in the past year.

Yesterday afternoon Club Med confirmed it would shut down the Whitsundays resort in early 2012.

The all-inclusive specialist said it would continue to "actively search" for a new location in

Australia "that will mirror the new global standards" in the group's upscale 4 to 5 Trident category.

Club Med Lindeman Island has a 3 Trident status level.

"It was an extremely difficult decision for Club Med to make as the Resort is a firm favourite with Australian and New Zealand guests," Club Med Australia/NZ gm Quentin Briard said.

The group says no guests will have been inconvenienced by its proposed closure date, having not accepted any forward booking beyond 31 Jan.

QTIC chief executive Daniel Gschwind told *Travel Daily* the announcement was not the kind of news wanted by "an industry working so hard to regain its momentum."

The Whitsundays is a region heavily reliant on the leisure market and is exposed to the full force of international competition from 'cheap' overseas destinations, he said.

Gschwind added that the state is facing challenges of attracting and retaining skilled staff, which is "likely to get worse in the face of the mining boom".

He said QTIC would continue to work with the government and industry "to focus on solutions to the current challenges."

## Rotana opens Centro

THE 229-room Centro Al Manhal has been opened in Abu Dhabi by Rotana making it the fourth property in the region under the Centro by Rotana brand.

## Bondi's new website

SYDNEY'S iconic Bondi Beach has launched the [atbondi.com](http://atbondi.com) site, which features info on the beach, village & coastal lifestyle.

## Air Van. \$199 kid fares

AIR Vanuatu has launched its \$199 return fares for children on flights between Brisbane, Sydney and Melbourne to Port Vila, valid for travel 01 Feb to 29 Mar 2012.

The special fare includes all taxes & charges, and is also valid on Air Vanuatu's direct Brisbane to Espiritu Santo service.

Flights need to be booked by 31 Jan, and children (aged 2 to 11) must be accompanied by an adult. See [www.airvanuatu.com](http://www.airvanuatu.com).

## Starwood free nights

STARWOOD Hotels and Resorts Asia Pacific has partnered with MasterCard Worldwide to offer its members two free weekend nights as part of its 'Two Day of Happy' incentive.

Members need to stay for a total of five nights at select hotels between 29 Nov-15 Mar to qualify and register online at [spg.com/mastercard2days](http://spg.com/mastercard2days), writing 'I want to register for Two Days of Happy' and quoting code 4MC.

Thursday 1st Dec 2011

## Kumuka pays to party

KUMUKA Worldwide has unveiled its Shopping Mall Santa Christmas Party Competition offering five travel agencies the chance to win \$250 towards their store celebrations, when uploading pictures to Facebook, by 16 Dec.

Themes incl: Naughty, Bogan, Kumuka, Camp & Fancy dress Santa's - [on.fb.me/kumukasanta](http://on.fb.me/kumukasanta).

## Tempo Italy reduction

TEMPO Holidays has reduced the price of its 11 day Italian Discovery with Cinque Terre tour by \$350 when booked and paid in full by 01 Mar 2012.

Other Italian tours have also been discounted including the eight day Italian Discovery and four day Taste of Lake Como.

## WIN TICKETS TO THE 'RENAISSANCE' EXHIBITION



This week *Travel Daily* is giving five lucky readers and their friend the chance to see the *Renaissance* exhibition in Canberra, courtesy of Italian Government Tourist Office and The National Gallery of Australia.

The National Gallery of Australia shows over seventy 15th and 16th century Italian paintings by great Italian artists such as Raphael, Botticelli, Bellini and Titian.

To win, simply be the first person to send in the answer to the question below to: [renaissance@traveldaily.com.au](mailto:renaissance@traveldaily.com.au)

## Which art gallery are the paintings on loan from?

Congratulations to yesterday's lucky winner, Jenny Davis from Anywhere Travel.



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To be successful in this role you will have a minimum 3 years relevant experience working with Online Booking Tool applications and development tools, along with strong travel industry knowledge (in particular online and GDS) and advanced computer software skills. Also required are superior communication skills and proven site management and project management experience.

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## QH/Viva! card fee rise

**QANTAS** Holidays and Viva! Holidays will implement a new credit card service fee of 2% for all card payments from tomorrow (02 Dec), up from 1.4%.

## Peregrine FCL famil to Peru



**ABOVE:** Peregrine & LAN hosted a group of Flight Centre Ltd travel agents on a famil to Peru recently with the group visiting Lima, Machu Picchu and Cusco.

The trip also included a stop at one of the projects supported by the Peregrine Community Trust founded by Aussie Jane Gavel.

Called Peru's Challenge, the charity creates sustainable schools and communities in rural areas suffering from extreme poverty close to Cusco.

**Pictured** here presenting Peru's Challenge a \$5,000 cheque via the Peregrine Community Trust, on behalf of Flight Centre & LAN are children from the village with

(from left) FCL's Vanessa Batar, Michelle Haugh, Claudette Grandcourt, Lele Clay, Johana Cassova, Kaitlin Pfeffer, Mat Lewis, Malinda Nicholls, Emily Harris, Harold Valle, Liam Elliott and Irfam Azeem (not pictured are Suzanne Gower-Macdonald and Andrew Griffiths).

## Malaysia fee increase

**AIRASIA's** int'l passengers will be affected by an increase in the Passenger Service Charge of up to RM65 (AU\$20) for all long-haul flights departing from Malaysian airports that was implemented by Malaysia Airports Holding Berhad.

## Industry Appointments



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**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](mailto:appointments@traveldaily.com.au).

**The Australian Airports Association** has named its new chairman as **Stephen Goodwin**, General Manager of Operations, Brisbane Airport.

**Air Marketing Asia Pacific** has named **John Rodger** as its new Chairman, while directors of the new operation in China include former PATA President **Brian Deeson** and **Evan Pavlakis**, who will head up the Beijing office's marketing and sales activities in China and Macau.

**Daydream Island Resort and Spa** has taken on **Louarne Emery** as manager of its 16 room Rejuvenation Spa.

**Trisara**, Phuket has welcomed **Antoine Melon** as its new Resort Manager.

**Melbourne Convention and Exhibition Centre's** Director of Sales and Marketing, **Anne Jamieson** has been elected to the Meetings and Events Australia National Board.

UK travel management company **Portman Travel** has appointed **Calum McDougall** as its Scotland-based Strategic National Account Manager.

**Karena Noble** will move on from her role at World Expeditions to take up the role of Public Relations Director for **Voyages Indigenious Tourism**, looking after Ayers Rock Resort, Longitude 131 and Home Valley Station, effective Jan 2012.

**Outrigger Hotels and Resorts** has welcomed **Niel Mason** to the role of gm of Outrigger Little Hastings Street Resort and Spa, Noosa.

**Nicholas Shadbolt** has accepted the role of Executive Chef at **InterContinental Melbourne The Rialto**, moving from his previous position with the Ritz Carlton Dubai.

Indian tour and travel organisation, **TCI** has chosen **Unique Tourism Collection** as its Australian and New Zealand sales representatives.

Former Australian head of Carlson Wagonlit Travel, **David Greenland** has been appointed to the role of Manager National Operations at the Jetset Travelworld-owned corporate agency **QBT**.

**Gold Coast Tourism Corporation** filled three Board positions at its annual general meeting this week. The new appointees include Mantra Group ceo **Bob East**; **Dean Gould**, Griffith University and **Bruce Nicholls** of Tall Ships. **Paul Donovan** & **Adrienne Readings** return as Chairman & Vice Chair.

**Worldhotels** has appointed **Edward Perry** to the position of Global Director of Social Media, OTA Partnerships and Innovation Projects.

**China Southern Airlines** has named former long-serving Qantas staffer **Nik Bebich** as its Airport Operations Manager in Perth.

**Carlson Wagonlit Travel** has welcomed **Vanessa Moore** as Director of Sales, CWT Australia and New Zealand, effective immediately. The current President Europe, Middle East, Africa and Latin America, Hakan Ericsson has been appointed as President CWT North America taking over from Jack O'Neill who will retire at the end of the year.

**The Observatory Hotel in Sydney** has appointed **Jonathan Bruell** as its new Kitchen and Beverage Director.

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### Travel Support Manager

We are currently seeking an experienced Travel Support Team Leader to direct our Support Team and ensure all travel products are loaded into our reservations system on an ongoing basis.

This is different to your average support role as you will be supporting a complex software application, troubleshooting interesting and often high level issues, and most importantly ensuring that weekly travel packages are loaded for sale prior to press adverts going live!

We are seeking an energetic, articulate individual with 2+ years experience in Travel Support, including experience using the Explorer Travel System or similar. You must be a problem solver by nature, be able to work to a deadline, with a high degree of self motivation, lots of initiative and a team-oriented, helpful attitude.

#### Your responsibilities will include:

- Training, mentoring and managing all support team members
- Training and providing support to reservations team members
- Meeting regular internal and external product loading deadlines

#### To succeed in this role you require:

- Experience with Explorer Travel software package
- Strong ability to analyse and interpret contracts
- Advanced MS Office especially Excel
- Strong supplier/product knowledge
- Detail orientated & high level accuracy

The right applicant will be rewarded with an attractive salary plus super and travel benefits.

To apply for this position please email your resume and a cover letter to [hr@rewardscorp.com](mailto:hr@rewardscorp.com)



## Emirates PGA Ladies Lunch



**ABOVE:** Emirates hosted local celebrities, personalities and trade partners last Thu at the annual Ladies Lunch, held at the Australian PGA C'ship, played at the Hyatt Regency Resort, Coolool Beach in Queensland.

Attendees joined Emirates' Queensland Regional Manager Jenny Trebilcock and cabin crew for an afternoon of ladies leisure.

EK has been the official airline of the Aust. PGA Championship since 2007, as part of its support for Queensland events.

**Pictured** flanked by Emirates cabin crew (Katrina Lebrasse and Jessica Ann De Costa) from left are guests Veronica Rainbird, Dubai Tourism; Jenny Trebilcock and Janka Henke, German Australian Travel.

More pics from the event at [www.traveldaily.com.au/photos](http://www.traveldaily.com.au/photos).

## St Regis Sanya resort

**STARWOOD** Hotels & Resorts Worldwide has opened the first St Regis branded resort in South China - the 373-room St Regis Sanya Yalong Resort.

**Send in your Christmas photos and win a night in at Fraser Suites Sydney!**



**"It's beginning to look a lot like Christmas."**

**Travel Daily's popular Christmas photo competition is back!**

**Our good friends at Fraser Suites Sydney want to celebrate the festive season with the travel industry, and are asking you to send in your work Christmas party photos throughout December.**

**At the end of the month, the judges will select their favourite photo and the person who submitted this will win an overnight's stay in a Two Bedroom Suite, sparkling wine & a fruit bowl upon arrival & complimentary car parking.**

**Bonus points will be awarded for photos that include a copy of the TD issue.**

**So get into the spirit and start snapping, then email your festive photos (including names of the people pictured) to: [xmasphotos@traveldaily.com.au](mailto:xmasphotos@traveldaily.com.au)**

**Travel Daily**  
First with the news

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communications

**FRASERSUITES**  
SYDNEY

## 4<sup>th</sup> DJ ATR for Skywest

**WA-BASED** Skywest Airlines has taken delivery of its fourth new ATR72-500 aircraft under its Australian Regional Airline Network alliance with Virgin Australia.

Chairman Jeff Chatfield said the latest ATR "further enhances our relationship with Virgin Australia."

## 20% off Gecko's trips

**GECKO'S** Adventures is holding a Five Day Frenzy sale from 05 Dec, providing a 20% reduction on all new bookings made for departures before 31 Mar 2012. Phone 1300 854 500 for info.

## Marriott plots Haiti

**MARRIOTT** International are to develop their first ever hotel in Haiti, with former US president Bill Clinton announcing plans for the 173-room Port-au-Prince Marriott Hotel to launch in 2014.

Clinton said the 173-room hotel "will stand as a symbol of Haiti's recovery" from the earthquake that struck the country in 2010.

## PER motorists warned

**PERTH** Airport is advising motorists driving to the Domestic Terminals they run the risk of being fined for not adhering to 'No Stopping' road rules along Brearley Avenue.

CEO Brad Geatches said options for drivers include using the Short Term car parks which offer 10mins free parking, or recently introduced Park & Wait stations that provide 90 mins secure parking for a gold coin donation.

## Muppets head to sea

**DISNEY** Cruise Line will feature an interactive adventure quest for guests aged 9 and over aboard *Disney Fantasy* from Mar, a game which is based on character from *The Muppets*, including Kermit.

## Highlands refreshes

**SOUTHERN** Highlands Tourism has refreshed a program to entice travellers to the region, launching a new brand logo, website and Discount Voucher Booklet.

The Ambassador Rewards card for the area has been shelved.

The 'My Southern Highlands' focus aims to have locals act as Ambassadors to encourage friends and family to the Southern Highlands and use local businesses - more details at [www.mysouthernhighlands.net.au](http://www.mysouthernhighlands.net.au).

**SIDE EFFECTS MAY INCLUDE:  
TEMPORARY LOSS OF SPEECH.**

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## Find the Right Fit!

Experience Career Success with the Right Job For You

Hot Jobs (Australia) - November 2011



### Team Leader MICE & VIP Leisure

- ★ Pure management & sales role, no consulting
- ★ Manage team of 6 MICE and Leisure Consultants
- ★ Executive Salary + Commission



Our client, a corporate travel management company is renowned in the industry as being the market leader in their field. They have a long standing impeccable reputation, and most people in travel aspire to work for this leader.

They are currently looking for an experienced Manager / Team Leader run their MICE and VIP Leisure Department. You will be managing a team of 6 MICE and Leisure Consultants, all of whom have been in the industry for a long time and are renowned for their customer service levels and travel knowledge. This is a rare opportunity for an experienced MICE Sales Manager or a experienced Groups / Leisure Manager who would like to work for this leader. You will be rewarded with an outstanding working environment, have the ability to work within the most experienced travel team in Australia and they are offering a leading salary with an attractive bonus structure.

Contact **Sally Frape** T: 0422 621 029  
E: [sally@tmsap.com](mailto:sally@tmsap.com) or apply online

### Business Development Manager - Sydney

- ★ Corporate Travel
- ★ Fantastic team
- ★ Executive Salary + Commission

A well known and major business travel company is seeking the "Cream Of The Crop" corporate sales professionals. Endless opportunities to progress your career within this company to the very top! You will be responsible for the acquisition of corporate clients through a consultative B2B solution sales approach. In return you will receive generous commissions along with growth and development. Applicants with a proven track record in gaining new business from the corporate market is essential for this role.

Contact **Sally Frape** T: 02 9231 6444 E: [sally@tmsap.com](mailto:sally@tmsap.com).

### Inside Sales Executive, Sydney

- ★ Leading Corporate Travel Management Company
- ★ Entry level role into Sales
- ★ Base \$50k + commission

Are you a Travel Consultant looking to get in to sales? Our client has an entry level role to help kick start your sales career. The client: The fifth largest travel management company in the world due to their commitment on delivering a higher standard of corporate travel service and innovative technology. This is an entry level role into sales which will see you responsible for: Cold calling, prospecting, get meetings, analyse client needs, build relationships with the client, working closely with BDM's. The client would like someone with previous experience in the travel & tourism industry who is energetic, motivated and not afraid to pick up the phone.

Contact **Sally Frape** T: 02 9231 6444 E: [sally@tmsap.com](mailto:sally@tmsap.com) or apply online.

### Corporate Domestic Consultant (Fulltime)

- ★ Minimum 12months experience in domestic travel
- ★ Preferably Galileo and Tramada proficient
- ★ A good attitude

Work for a high profile company that still exudes a family atmosphere! A great opportunity to excel in the domestic sector and train other consultants. You will earn the privilege of overseas travel. A handsome salary will be paid to the right candidate. Does this sound like you????

Contact : **Marie Anderson** T: 02 9231 6444 E: [marie@tmsap.com](mailto:marie@tmsap.com).

### Corporate Travel Consultant - Sydney

- ★ Up to \$50k plus super plus incentives
- ★ Fun office environment
- ★ Good training, career opportunities and benefits

Due to growing accounts this fantastic corporate travel company is looking for experienced international corporate consultants to come on board. You will be managing your own clients in an account management style of role, building and nurturing the relationships and booking all aspects of domestic and international travel needs. If you are currently a leisure consultant and looking to get into corporate travel this is your opportunity.

Contact **Stacy Balderston** T: 02 9231 6444 E: [stacy@tmsap.com](mailto:stacy@tmsap.com).

### Junior Account Manager

- ★ Leading Online Company
- ★ Salary 65k plus super
- ★ Rare opportunity

Our client is a leading online company with offices throughout the world. They are currently looking for an experienced sales professionals to join their team in Sydney. You will be motivated and driven and have previous experience in working towards tight deadlines. The role will see you developing and managing the region to maximize revenues.

Contact **Stacy Balderston** T: 02 9231 6444 E: [stacy@tmsap.com](mailto:stacy@tmsap.com).

### Wholesale Reservations Consultant - Sydney

- ★ Sydney CBD Location
- ★ Exciting international product
- ★ Competitive salary on offer for the right candidate

Come and join this leader in wholesale travel and be part of this dynamic reservations team. Are you an experienced wholesale reservations consultant? Don't miss your opportunity to be part of this winning team.

Contact **Sally Matheson** T: 02 9231 6444 E: [sallym@tmsap.com](mailto:sallym@tmsap.com).

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## MAKE THE NEW YEAR A GOOD YEAR – REGISTER WITH AA EXECUTIVE

### HERE'S THE SOLUTION TO THE FUTURE OF SALES HEAD OF PROFESSIONAL SERVICES APAC – SOLUTION SALES SYDNEY – SALARY PACKAGE TO \$130K

If you are clearly focused on delivering business solutions and enhancing customer experience, this role will allow you to drive the development of strategic projects across the region to achieve optimum service delivery. Focusing on revenue generation and EBITDA goals you'll have proven results in solution sales and leading cross-cultural teams as well as being capable of working within a complex, changing environment.

### BRING YOUR EXPERTISE TO A LEADERSHIP ROLE OPERATIONS MANAGER – CONFERENCE & INCENTIVE MELBOURNE – SALARY PACKAGE HIGHLY NEGOTIABLE

Bring a wealth of experience to the day-to-day program management team and add an edge of creativity and innovation to the design & delivery of the product. Extensive background in incentive travel & conference management is essential, as well as being a passionate leader of people with the motivation to drive team performance and service delivery to VIP clientele. Strong financial skills also required.

### GET AHEAD OF THE GAME WITH THIS BRAND CORPORATE ACCOUNT MANAGER MELBOURNE – SALARY PACKAGE OTE \$80K +

Move ahead of the competition by joining this high profile organization and managing prestigious Corporate clients. You'll be responsible for the retention and growth of the business as well as identifying new opportunities to gain new clients. You must have outstanding communication and presentation skills and be experienced in account management, working in the corporate sector.

### THE HUNGER AND THE PASSION FOR SALES CORPORATE BUSINESS DEVELOPMENT PERTH & SYDNEY - SALARY PACKAGES OTE \$100K+

These roles require your skills in pipeline development, rapport building, delivering compelling pitches, negotiation skills and a real hunger to win. If you're self motivated and enjoy seeing the fruits of your labour turn in to profits in your pocket, these are the roles for you! You'll be joining a leading organization that will support you with a great Brand, technology, people, and reputation. Get on board today.

### BE PART OF THIS BOOMING PRODUCT PRODUCT MANAGER - CRUISE SYDNEY – SALARY PACKAGE TO \$90K DOE

Join a great Brand and use your talents in product management within a growing team. You will have strong skills in product development, competitor analysis, dynamic pricing and brochure production to meet deadlines. Join a company where the future looks bright and your career will continue to develop. Cruise product knowledge, contracting and pricing experience are all essential together with a can-do attitude.

### GET THE BEST FROM YOUR TEAM

#### CORPORATE TRAVEL OPERATIONS / TEAM LEADERS PERTH, MELB & SYDNEY – SALARY PACKAGES TO \$80K

These roles are all about getting the best from your teams and delivering the best in customer service to your clients. Coach & develop talent within your team, manage workflow, identify process improvement opportunities and manage KPI's. You must thrive in a leadership role and enjoy and having a positive impact on people and the business. Great opportunities for career progression too, so be quick.

### ON THE ROAD TO EVERYWHERE TRAVEL SALES EXECUTIVE SYDNEY – SALARY PACKAGE TO \$65K

You can step in to this exciting Sales role, get out on the road and keep on travelling until you reach the airport and head off to exotic international destinations! As an experienced BDE and having great product knowledge, you'll know how to run a territory, plan your call cycle, drive sales and business growth, train Agents on your product, and deliver pressos at conferences & expos. Great benefits including o/s travel.

### RUN THE ENGINE ROOM

#### OPERATIONS SUPERVISOR / BACK OFFICE SYDNEY – SALARY PACKAGE OTE \$65K NEG

If you have a solid background in travel reservations, ticketing & documentation or product support this diverse role will use all of your skills. You'll have supervisory experience, leading a team and managing their workloads. Your role will include managing the ticketing & docs team, problem solving, supplier communication and database management. You'll have a calm can-do attitude and good GDS skills.

## CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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Linda Green  
NSW & ACT  
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## It's Playtime at Hong Kong Disneyland!

Toy Story Land's opening on 17 November 2011 marks a key milestone for Hong Kong Disneyland Resort, concluding the first phase of its expansion project. Inspired by the global blockbuster Toy Story trilogy, the new themed area contains imaginative, storytelling attractions that can be enjoyed by Guests from around the world.

"Today we mark the beginning of another new and exciting chapter at Hong Kong Disneyland Resort with the opening of Toy Story Land, the first of three new themed areas of our expansion project," said Bill Ernest, President and Managing Director, Asia Walt Disney Parks and Resorts. "For the first time ever, Hong Kong Disneyland Guests can experience the feeling of being shrunk to the size of a toy when they enter Andy's backyard to play with their favourite Toy Story friends." In addition to the three main new attractions – **RC Racer**, **Slinky Dog Spin** and **Toy Soldier Parachute Drop**, Guests will also love all the new food and beverage options, entertainment, photo opportunities and merchandise offered in Toy Story Land. With the magic of toys coming to



Toy Story Land new to Hong Kong Disneyland



Toy Soldiers at Toy Story Land

life through all its interactive and playful adventures, playtime at Toy Story Land will become a highlight of the Hong Kong tourism experience that is not to be missed.

Subsequent to the opening of Toy Story Land, the second themed area of the expansion project, Grizzly Gulch, will be completed and opened to the public in 2012, followed by the third, Mystic Point, in 2013. The whole expansion project will increase the Park's physical footprint by 23% and bring the number of overall park attractions, entertainment facilities and shows to total more than 100.

Since the Grand Opening in September 2005, Hong Kong Disneyland has received more than 30 million Guests from around the globe!

**Your chance to Win!**

You & 3 guests have the chance to join us at a special preview screening of

**THE MUPPETS**

Sunday Dec 11<sup>th</sup> at 10am

To win, simply be one of the first 10 people to correctly answer this question:

What is the name of The Muppets attraction at Disney California Adventure Park?

IN CINEMAS JANUARY 2012

**THE MUPPETS**

**'I get asked all the time, What characters will be at the character dining?' Is there an easy way to find out who will be there? Dean, Sydney**

### Q&A Corner

There are Character Dining options available at all Disney Parks & Resorts. Whilst Characters do change at these locations, certain main Characters will often be found at the same locations.



Goofy's Kitchen, Disneyland Hotel

At the Disneyland Hotel in Anaheim, we have *Goofy's Kitchen* where you can meet Goofy. Meet the Disney Princesses in *Ariel's Grotto*, at *Disney California Adventure Park*. At *Walt Disney World Resort* in Florida, we have Donald's Dining Safari in *Disney's Animal Kingdom Theme Park*, where Donald is your host. At The Hong Kong Disneyland Hotel, you're likely to meet the Fab 5!

Advise your clients to book early to avoid disappointment, as Character Dining is always popular. For more details on dining in each location, visit [www.disneytravelagents.com.au](http://www.disneytravelagents.com.au)

**ENTER HERE! + Questions, comments?**