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Travel Daily

First with the news

Tuesday 6th December 2011

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Jumeirah into Rome

JUMEIRAH Hotels and Resorts has announced a new management contract for the Grand Hotel Via Veneto in Rome. The luxury five star property will be rebranded as Jumeirah Grand Hotel Via Veneto early next year. It has 122 rooms and suites and an impressive art collection. Jumeirah is also opening new properties in London, Kuwait, Mallorca, Azerbaijan, Dubai and the Maldives in the next six mths.

Australian TripAdvisor first

AUSTRALIA'S new T-QUAL tourism quality assurance program has become the first scheme of its type in the world to be integrated with the TripAdvisor consumer travel site.

The move was launched this morning by Tourism Australia md Andrew McEvoy, who said a special micro site now online at tripadvisor.com.au/TQUAL would feature Aussie tourism product carrying the T-QUAL Tick.

McEvoy said digital marketing and social media was key for Tourism Australia, and the move would expose Australian operators to TripAdvisor's audience of more than 44 million unique monthly online visitors.

"Word-of-mouth advocacy is incredibly powerful in destination marketing," McEvoy said.

Other initiatives unveiled include a 'T-QUAL Tick Tour' to promote the scheme to industry and consumers, undertaken by celebrity chef Matt Moran with his travels documented online on the microsite via a blog, video reports and other content.

McEvoy said that accredited

product would also receive preferential listing on the key australia.com portal.

MEANWHILE Tourism Minister Martin Ferguson also this morning announced *Tourism 2020* which is a "significant update" to the National Long Term Tourism Strategy (**TD** breaking news).

Ferguson said the document "sets the course for industry and governments to work in partnership to make the most of the forecast increase in international and domestic visitor nights and strong growth in demand from Asia."



ATEC md Felicia Mariani endorsed the plan, saying the connection of the strategy to TA's 2020 Tourism Industry Potential would "take us to a new phase of industry growth and innovation".

See www.ret.gov.au/tourism.

Eight pages of news

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

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Travel Daily
on location in
Cook Islands

Today's issue of *TD* is coming to you from Rarotonga at the annual Kia Orana Cook Islands National Tourism Forum.

This year's Cook Islands forum has attracted 20 Australian delegates including *Travel Daily* to showcase the two main tourist islands of Rarotonga and Aitutaki.

Aussies comprise about a third of attendees, with other countries also being represented including Europe and America.

The Australian group is already enjoying some of the highlights of Rarotonga via a pre-famil that focuses on the activities of the island and site inspections of the different hotels on offer.

Aussie guests include Blue Holidays, The Travel Corporation, Omniche Holidays, GTA, Fusion Hols, Adventure World, Select Holidays, Wotif.com, Infinity, World Travel Group and Expedia.

In the next few days more of Aitutaki will be discovered - more from the Cooks on **page four**.

Cook Islands set to soar

COOK Islands Tourism sees significant potential in the Australian market, and will focus on training and incentivising the trade over the next 18 months.

The top 20 Australian sellers of Cook Islands product have been invited to this week's annual Kia Orana forum in Rarotonga, with md Kerryn Cook telling *TD* the destination plans to offer "more of the same" in 2012/13.

Cook said that a recent survey showed that 91% of Aussie consumers had not heard of the Cook Islands, while 96% said they wouldn't consider travelling to Rarotonga for their next holiday - meaning there's huge upside.

"We have to let the trade partners know that we are there," she said, with hopes that attendance by the wholesalers will "ignite a passion" in them that will filter through to the rest of the trade and consumers.

Upcoming activity include a major campaign in conjunction with Flight Centre, as well as some "amazing deals for the low season," with lots to do even in

the event of rain.

"It's a tropical destination so it clears up in the afternoon; hotels will offer activities...pampering... some tours will still operate, and big resorts cater to kids," she said.

Other initiatives include the launch of a new phase of the cookislands.travel website in the next three months, which will make it easier for packages to be uploaded by wholesalers.

TAA launched today

TOURISM Accommodation Australia has announced a new partnership with AAA Tourism, which will incorporate the new Star Ratings scheme along with T-QUAL accreditation for members.

TAA md Rodger Powell also revealed an exclusive contract with the American Hotel and Lodging Education Institute to be the provider of the organisation's extensive range of hospitality, education and training packages throughout the region.

Tourism Minister Martin Ferguson met with TAA today after the release of its first five year strategic plan.

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Travel Daily

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Tuesday 6th December 2011



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Creative range grows by 23%

CREATIVE Holidays has expanded its product range by almost a quarter, with many new hotels and other products in the wholesaler's new brochures which are now rolling out.

MD Paul McGrath said the strong Australian dollar has been a key driver of sales over the last 12 months, with particularly strong demand for Hawaii and mainland USA destinations.

The new Creative UK/Europe brochure was finished yesterday and includes more than 26% more product, providing travellers with significantly greater choice, McGrath said.

Hotels on offer in London include the Travel Corporation's own Red Carnation brand, along with the upmarket The Goring.

The expansion is part of Creative's ongoing mantra of being Australia's "largest independent wholesaler," aiming to provide agents with more options along with TripAdvisor ratings in the brochures.

Other initiatives being rolled out by Creative include a 24/7 global support hotline for customers, along with a charity program which will see the wholesaler focus on the Bali Kids project which provides health, education and clinic services to more than 6000 disadvantaged children.

McGrath said that with the extensive product range on offer from Creative, the wholesaler is also considering some niche 'themed' ranges focusing on luxury, weddings and adventure.

DJ web consolidation

VIRGIN Australia Group of airlines will shortly switch over from four websites for each of its airline divisions to one single virginaustralia.com portal.

The move sees the consolidation of V Australia, Pacific Blue and Polynesian Blue into that of the parent firm, and replaced with the single VirginAustralia.com url.

Passengers are being advised via the DJ website that they should check all flight information displays at airports for the correct check-in desk and flight numbers on arrival at their departure point.

Over the next few weeks, Virgin will make changes to the ways it refers to its network.

The Virgin Australia domestic network will be called 'Virgin Australia - domestic', Pacific Blue Aust/NZ and Polynesian Blue will be known as 'Virgin Australia - international short haul', and V Australia will be referred to as 'Virgin Australia - international long-haul.'

DJ says the deal between it and the Samoan Govt for the management of Polynesian Blue remains the same, however a new name will be announced.



Window Seat

FLIGHT Centre md Graham Turner may have a tender gluteus maximus this week, after taking part in the inaugural "Sore Bums Challenge" run by travel recruitment firm Employment Office (**TD** 30 Nov).

The event saw Turner along with former Virgin Blue ceo Brett Godfrey and other riders pedal more than 2000km on a stationary bicycle - all in the aid of raising money for research into diabetes.

Turner is pictured below concentrating hard during his stint on the bike.



Skroo hardly breaks a sweat...

AND while we're on the subject of charity stunts, Air New Zealand is also helping out with an array of amazing items up for grabs in an online auction to help out Kids Restore New Zealand and Ronald McDonald House in Wellington.

Lots on offer include the "sweaty singlet studded with Swarovski crystals" worn by ageing US fitness guru Richard Simmons in one of Air NZ's iconic safety videos.

NZ is also offering a signed pair of undies worn by All Blacks star Dan Carter - sella.co.nz.



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

Isle of Man TT tour

SPORTSNET Holidays is offering an escorted tour to Great Britain and Ireland taking in the Isle of Man TT (Tourist Trophy), in partnership with local official operator, Regency Travel.

Departing on 30 May 2012, the package includes return economy fares with Emirates to Manchester, nine nights accom, transfers and tickets to see the race over four days, priced from \$6,395ppts.

Cooks 2013 roadshow

COOK Islands Tourism managing director Australia Kerryn Cook will launch the Cooks Roadshow Village early in 2013 which will bring the "village" to Australia.

The travel agent event will be a spectacular showcase of cultural dancers and drummers, and feature interactive food experiences, Cook said.

CIT specialist training

COOK Island Tourism is looking at introducing a specialist training program for travel agents in 2012.

The program will require consultants to complete a range of online modules to qualify, and participate in educationals and further training to continue to hold their specialist title, Cook Island Tourism's Australian md Kerryn Cook, said.

Participants who attain the title will be offered a certificate and special leads from the website.

What's cooking in the Cooks?



ABOVE: The Kia Orana Cook Island National Tourism Forum kicked off over the weekend with 20 Australian wholesalers taking the Air New Zealand direct flight from Sydney to Rarotonga last Sat to attend the event.

Over the next few days the Australian delegation will learn about the local culture, sample a range of accommodation options available and experience some of

the 70 activities available in Rarotonga.

Pictured at a Sunday School in prior to an uplifting church service from left are: Mereana Taruia, Cook Island Tourism; Renae Loro, Omniche Holidays; Donna Rodios, Wotif Group; Lee Wilson; World Travel Group; Genevieve O'Toole, Infinity Holidays; Anna Delaney, Wotif Brands and Jake Coleiro, Expedia.

Supplier Updates

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

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Air China to Gatwick

STAR Alliance member carrier Air China will launch four times weekly services between Beijing-London Gatwick from 02 May, utilising Airbus A330-200 aircraft.

Virgin gift vouchers

VIRGIN Australia Group has introduced gift vouchers available in denominations from \$50 to \$5,000 and valid on services operated by Virgin Australia, V Australia, Pacific Blue, Polynesian Blue and Blue Holidays.

The vouchers are valid for 12 months with no blackout dates.

Qantas ROE update

QANTAS is advising agents of a change to the Rate of Exchange, effective 01 Dec to 0.971012.

Ten years of tourism lobbying



LAST night the National Tourism Alliance hosted a special function to celebrate a decade as the peak voice for Australia's tourism industry.

The event saw attendance from across various groups which are NTA members, including the various State Tourism Councils, AFTA, ATEC, the Australian Hotels Association, the Business Events Council of Australia, the Accommodation Association of Australia, the Winemakers Federation of Australia, Restaurant and Catering Australia and the Board of Airline Representatives Australia.

The National Tourism Alliance

aims to provide a single voice to the federal govt on issues of common interest for the tourism and hospitality industry, with membership claimed to represent more than 95% of all tourism businesses across the country.

NTA chairman Col Hughes told TD the last ten years had seen huge changes in the tourism and travel industry, with the Alliance making sure that the interests of the sector were strongly represented through the period.

Pictured above are the organisation's chairman Col Hughes and ceo Juliana Payne - more photos on our website and at facebook.com/traveldaily.

Peppers NZ addition

MANTRA Group has expanded its Peppers portfolio, signing the 30 suite Parehua Country Estate near Martinborough Village.

The 30 suite/villa/cottage property is positioned about one hour's drive from Wellington and becomes Peppers' second North Island of New Zealand location, and fifth nationally.

Opening prices at Peppers Parehua Country Estate start at NZ\$300/night, including brekkie - details at www.peppers.co.nz.

easyGroup Africa LCC

THE UK's easyGroup, headed by easyJet founder Stelios Haji-loannou, has signaled intentions to develop a low cost carrier (LCC) for the African market.

The joint venture would see easyGroup and British investment firm Rubicon team up to launch an all jet service, point to point, no frills operation.

qualia romance deal

QUALIA on Hamilton Island is offering a three-night 'Romance on the Reef' package which incl a Whitehaven Beach helicopter visit with picnic, brekkie & dinner daily and a sunset cruise, priced from \$4,218ppts - bit.ly/qualiadeal.

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Today one lucky reader will win the **Melbourne Xpress pass** which gives a free entry into three of the city's attractions listed on the iVenture website, to the value of \$79.

To win, simply be the first person to send in the correct answer to the question below to: iVenture@traveldaily.com.au.

What is the approximate number of attractions, tours and things to do in Melbourne available with the iVenture Card?



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DescaradA NYE space

DESCARADA is advising its two-night New Year's Eve Whitsunday cruise still has limited cabin space available, priced from \$2,000 for two people in a Twin Bunk Cabin.

AFTA UPDATE

The latest insights from AFTA's Chief Executive, Jayson Westbury



OVER this past weekend the Harvey World Travel group celebrated their 60th year at the annual Symposium. What was particularly special was that they chose to do this in Sydney, just up the road from where it all began 60 years ago in Cronulla.

Well done to all involved in producing an outstanding conference full of nostalgia but with a firm focus and conviction for the future. There is no doubt that Sydney is a wonderful city to hold a conference and we often forget just how good the facilities are in our own backyard.

Harvey World Travel franchisees were also treated to an outstanding gala on the Saturday night topped off with Marcia Hines as their entertainment. What a way to celebrate 60 years.

This week also marked the 10th year of the National Tourism Alliance (NTA) of which AFTA was a founding member. The NTA brings together all of the tourism industry across the various sectors, including travel, so that the entire industry can speak to government with one voice on a range of important policy issues.

Last night the NTA demonstrated their true bi-partisan approach with both Senator Nick Sherry, the Minister Assisting the Minister for Tourism and Bob Baldwin MP, Shadow Minister for Tourism, speaking at the event.

This is a significant milestone for the NTA as it is made up of the forward thinking dedicated national and state tourism bodies who acknowledged the need to speak with one voice on the important cross sectoral issues with government.

An interesting point was made during the Ministers speech in that in 2001 when the NTA was formed, the exchange rate was at USD\$0.51 and now as at yesterday was double at USD\$1.02. How things have changed over 10 years in tourism and particularly over the past decade. The internet was only just getting interesting in 2001 and now has a major stake in the tourism industry.

Many of the past directors, CEO's and others were acknowledged for their support and foresight in forming the NTA and I am most pleased that today, 10 years on, AFTA continues to be a member of the NTA.

As I have said many times before, there is no Minister for Travel, so the travel industry needs to find a common point on which to join forces when talking to the federal government and clearly there is no better place or organization to do this, than the National Tourism Alliance.

Congratulations again to both Harvey World Travel for 60 years and the NTA for their first 10 years. I am sure that many many more years of success are ahead for both organisations in the future.



Intrepid agents in South Africa



ABOVE: This group of Flight Centre incentive winners recently travelled to South Africa courtesy of South African Airways and Intrepid Travel.

The familiarisation started in Johannesburg where the agents enjoyed the local cuisine with a dinner in Soweto, before heading to Kruger National Park and spending a few days at Intrepid Travel's Thornhills Safari Lodge.

During safari drives the agents

spotted a huge male leopard with his impala kill, a female cheetah with her three lion cubs as well as lions, elephants, buffalo, rhino and hyena.

Pictured at the Rondavels Blyde River Canyon from left are: Michael Wardle, Flight Centre (FC) George St; Todd Rackley, FC Nundah; Josie Tebo, FC Byron Bay; Rebecca Ormesher, Escape Travel (ET) Queens Plaza; Sam Hartley, FC Kenmore; Matt Brown, ET Carindale; Trent Malcolm, South African Airways; Geeta Pandya, FC Mt Ommaney and Anya Hodson, Intrepid Travel.

45,000 Tiger seat sale

TIGER Airways Australia says it will add an extra 45,000 sale seats to cater for travel demand in Feb and Mar next year.

19,000 discounted fares will be offered between Sydney and Melbourne, 11,500 between Melbourne and Perth, plus thousands more from Melbourne to Brisbane and the Gold Coast.

MEANWHILE, head of marketing & communications, Vanessa Regan said Tiger has been approached by "various locations" wanting the budget carrier to either return or launch services, "with new routes expected to be announced in due course."

Flower show trips up

BACK-ROADS Touring Co has added an extra seven-day Chelsea Flower Show & the Gardens of Kent and London due to demand.

The trip leaves London on 19 May & is priced from \$2215ppts.

Beijing flight chaos

MORE than 600 flights were cancelled at Beijing Airport on Sun and Mon due to thick smog blanketing the region.

Some 400 flights were axed on Sun after visibility was reduced to around 300 metres, while over 220 were ditched yesterday.

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ABOVE: Last month Gecko's Adventures took seven travel agents from Victoria to new heights at Everest Base Camp on an educational of a lifetime.

The agents were provided with eight weeks notice for their pending trip, and one of the prerequisites was to have a 'reasonable' level of fitness.

Pictured on a clear day with the world's highest mountain standing before them, back row from left are: Ivana De Colle, Flight Centre Epping Plaza Vic; Natasha Faithfull, Flight Centre Hawthorn Vic; Michelle Harvey, Gecko's Adventures Vic sales rep; Amber Baker, Harvey World Travel

Mt Gambier SA; Tash Longo, Flight Centre Pakington Street Vic; and Iva Dattelova, Flight Centre Bourke Street Vic.

Front row: Andrew Tomkins, Wilson & Turner Travel Assoc. Tas and Tim Hutchinson, Harvey World Travel Ballarat Vic.

NT lobby for Virgin

THE Northern Territory govt's chief minister has ramped up talks with Virgin Australia to continue to build the case for more Virgin flights into the NT.

Paul Henderson told DJ ceo John Borghetti yesterday "now is the time to invest in the Territory."



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Please forward your application by Tuesday 13 Dec 2011 via email to careers@pht.com.au

AW New Zealand brox

ADVENTURE World has rolled out its first ever New Zealand brochure launched under the firm's name, in partnership with sister company Value Tours.

The 2012 NZ program has a special focus on independent travel, and features new options such as luxury escapes, walking, cycling and rafting trips, and a cruise section showcasing Milford and Doubtful Sound, and the Bay of Islands.

The brochure also contains a range of New Zealand ski and snowboard holiday options.

LAN Colombia debut

LAN Airlines has added its 4th affiliate carrier and entered the Colombian market through the introduction of LAN Colombia.

The new LAN operation adds 23 destinations to the LAN network, 22 domestic destinations, plus Fort Lauderdale and Bogota.

Sabre saving 20mins

SABRE Pacific's just released Automated Exchanges platform will save travel agencies about 10-20mins when reissuing tickets, the travel technology partner says.

Available via the Sabre Red Efficiency Suite, Automated Exchange recalculates fares in real-time and is included in Sabre Pacific's fare guarantee policy, said GM sales Carl Frier.

"As a result, agents stand to make huge efficiency and profit gains," he said.

Automated Exchanges has been rolled out around the world, with the localised version accounting for the calculation of GST on the ticket change fee directly into workflow, "making the experience even more streamlined," he said.

About 80% of tickets qualify for Automated Exchange.

Tuesday 6th Dec 2011

ACTE appoints London

THE Assoc. of Corporate Travel Executives (ACTE) has named Aileen London, senior manager Global Meetings Asia-Pacific, Oracle Corporation as its Regional Chair for ACTE's new Australasia region.



WELCOME to Money Talk, TD's Tue feature on what the Australian dollar is doing.

\$1AUD = US1.025

FINANCIAL markets are waiting with bated breath on this afternoon's interest rate announcement by the Reserve Bank, which is widely expected to see a 0.25% cut in the official cash rate.

This will help to stimulate the economy - but could have a downward effect on the Australian dollar which has returned back to above parity with the US greenback over the last week or so.

The currency has been bolstered by moves within Europe to address the debt crisis in several countries, which aim to stabilise economies using the Euro in the longer term.

Wholesale rates this morning:

US	\$1.025
UK	£0.655
NZ	\$1.308
Euro	€0.765
Japan	¥79.34
Thailand	฿31.69
China	¥6.37
South Africa	R8.14
Canada	\$1.034
Crude oil	US\$100.95



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wherecanigo.com.au

GETFLIGHT.COM.AU has today launched a holiday destination booking website, which uses the airfare search engine's data to suggest vacation options.

WhereCanIgo.com.au provides suggestions based on departure point, travel style, travel period and budget, and then lists options.

Principal founder Ian Cumming said the site was born based on "stronger consumer demand for better travel search experiences."

AMAP appointment

AIR Marketing Asia Pacific has appointed Vera Ellen Gregson as its new WA sales manager.

AF French expansion

AIR France is boosting route options from Toulouse to 16 new destinations, including Istanbul, Prague and Tunis, from 01 Apr.

From 03 Apr, AF will also ramp up departures from Nice, with six new destinations from the hub coming online, including Tel Aviv, Barcelona and Istanbul.

Private Co Bali growth

THE Private Company has expanded its product portfolio to include the Four Seasons private residence villas in Jimbaran Bay, consisting of nine villas - more at www.privatevillasandhouses.com.

Triplt on Kindle Fire

CONCUR's mobile trip organiser Triplt has been rolled out for use on Kindle Fire tablet devices from the Amazon Appstore for Android.

Triplt is already available on iPad, iPhone, Android and BlackBerry

Sunlover agents heart the Ghan



ABOVE: Sunlover Holidays last week hosted a group of agents on a five-day showcase of South Australia & the Northern Territory aboard The Ghan.

The incentive based famil was a reward for Sunlover's top selling Great Southern Rail agents across the nation, and was also used to kick-start the wholesaler's Love South Australia campaign.

Highlights of the trip included a visit to Crocosaurus Cove and a city sights and Harbour Cruise

while in Darwin, Gold Service aboard The Ghan south-bound to Adelaide, a McLaren Vale Food & Wine Tour and a trip to the Adelaide Zoo.

Another Sunlover Hols agent incentive has also been released during Dec, in which the firm and the South Australian Tourism Commission are offering a chance to win one of 35 Maggie Beer Farm Shop gift vouchers when booking a SA holiday for clients.

Pictured here loving The Ghan, from left are: Daniel Toby, bdm Sunlover Holidays; Debbie McLean, Travel Shop Narrandera; Renee Cornelissen, bde Int'l GSR; Kathryn Salkield; Sunlover Hols reservations; Katrina Drage, Travelworld Raymond Terrace; Camille Helm; Phil Hoffman Travel Glenelg; Christina Andrinopoulos, Our Vacation Centre; Kelly Walkington, Flight Centre Armadale; and Ainsley Murphy Sunlover Hols reservations.

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



Bali smoking ban

OFFICIALS in Bali have voted in favour of new anti-smoking laws, prohibiting the puffing of cancer sticks in public places such as hotels, restaurants, tourism areas, tourist transport and airports.

Although still to be formally declared law in Bali, fines of up to US\$5,500 have been proposed for those who defy the ban.

alphatravel

LOOKING FOR A CHALLENGE?

Alpha Travel in Claremont, WA, is looking for a Senior consultant with the works! We are a boutique agency specialising in luxury travel and cruising. Occasional managerial duties are required, so be prepared for a challenge. Knowledge of cruising would be an advantage. Superb working environment and conditions.

Contact Gina Maitland on 08 92867100 or gina@alphatravel.com.au. Immediate start, but can be flexible. No Saturdays or Thursdays nights.

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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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 Frappe** T: 02 9231 6444
E: 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.

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 Frappe** T: 02 9231 6444 E: sally@tmsap.com.

Domestic Consultant – Brisbane

- ★ Do you like to make money?
- ★ Are you looking to work with a team of motivated consultants?
- ★ Do you love Australia?

A rare opportunity exists to join this leading company as a domestic wholesale reservations consultant. This much sort after position will see you booking exotic destinations throughout Australia and at the same time, being able to experience these destinations with the array of famils on offer.

They believe that their consultants need to witness what they sell! You will be part of a vibrant team who love what they do and who are there for the long haul. Career progression opportunities are endless! To find out more about these exciting roles in Brisbane.

Contact **Alex Sleba** T: 07 3221 9916 E: alex@tmsap.com.

Customer Care Online Travel Consultant - Brisbane

- ★ Do you love to give excellent customer care?
- ★ Do you like to deal with a variety of people?
- ★ This is a great chance to earn fantastic \$\$\$

This position is available for a short time as they are interviewing right now! And only the best need apply. You will be dealing with consumers, consultants, suppliers and affiliates while responding to any client queries as in a helpdesk online capacity. You also will be supported by a great team of people who do really love their job.

The earning potential of this position is fantastically surprising. Having customer care, positive attitude and a can do work ethic is the key to being successful in securing an interview. To find out more about these exciting roles in Brisbane.

Contact **Lucinda Coorey** T: 07 3221 9916 E: lucinda@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.

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ADELAIDE & PERTH – (03) 9670 2577 – recruitsa@aaappointments.com.au & recruitwa@aaappointments.com.au

WANT TO GO INHOUSE?

**INTERNATIONAL CORPORATE CONSULTANT x 3
SYDNEY CBD - SALARY PACKAGE TO \$65K +**

Are you striving to reach the top? Looking for a place where you can make your mark? Look no further! Here is your chance to finally get to work for the client. This top blue chip company is taking their travel in-house and they are looking for talented corporate consultants to join their busy office. You will need a minimum 2 years corporate travel experience, with excellent international airfare and ticketing knowledge. This is a top role with amazing career development –so don’t delay!

FIND YOUR GOLDEN TICKET!

**WHOLESALE TRAVEL CONSULTANT
SYDNEY CBD – \$55K + OTE**

Looking for a reservations role that pays more than peanuts? This is your golden ticket - a wholesale res role that provides career progression, excellent training and development plus an outstanding salary and incentives package. You will be well travelled, with excellent sales and communication skills and be systems savvy – ideally using native Calypso. Apply now to be considered for this amazing opportunity – one more thing get set for some seriously amazing educationals ...

NOTHING BUT THE BEST OF THE BEST!

**SENIOR LUXURY HOTEL RESERVATIONS CONSULTANT
MELBOURNE (CBD) – SALARY PACKAGE TO \$63K (OTE)**

This 5 star luxury hotel group is looking for an experienced consultant to join their professional, yet fun, team based in Melbourne. You will be responsible for booking hotels around the world for their prestigious repeat clientele. You may also be required to supervise the team on occasions & ensure the 5 star service level is maintained. Located in a beautiful loft in the CBD, this is your dream role come true!

ENSURE YOU HAVE XMAS OFF WITH THIS ROLE!

**CORPORATE TRAVEL CONSULTANT
MELBOURNE (CBD) - SALARY PACKAGE TO \$70K (DOE)**

This large TMC are looking for an experienced travel consultant to join their team in Melbourne. With your previous consulting experience using a GDS making the switch across to corporate has never been easier! You will be part of a large team based in the CBD with a fantastic Reputation, this is the one corporate company that everybody wants to get into! Apply today!

DON'T BE A GRINCH THIS XMAS

RETAIL TRAVEL CONSULTANTS

PERTH (VARIOUS) – SALARY PACKAGE TO \$50K + (OTE)

You will soon start smiling again when you realise how much extra \$\$\$ you could be making with these exciting roles in Perth. We have various retail roles located all over Perth, whether you live South, North or WEST we have a role for you! If you have a minimum of 12 month’s travel industry experience, why not give yourself an early Christmas present this year and secure a new role in Perth?

LIVE YOUR EUROPEAN DREAM EVERYDAY!

RETAIL TRAVEL CONSULTANTS

MELBOURNE (STH EAST) – SALARY PACKAGE TO \$45K(DOE)

Do you love Europe? How about working in a travel agency that specialises in the European market and with colleagues as passionate about the area as you? We have an exciting retail role in Melbourne’s South Eastern suburbs for an experienced travel consultant! You will be rewarded with exciting family, a high base salary and commission and the satisfaction of being in charge of your own desk. Apply today.

NEW YEAR, NEW CAREER, NEW YOU

TRAVEL AGENCY MANAGER

TOWNSVILLE - UP TO \$55K PKG + INCENTIVE

Its time to prepare for a career and lifestyle overhaul! Start the New Year with a bang and enjoy the benefits of being a part of Townsville’s most dynamic agency. If you’re a talented retail consultant or 2IC who wants to advance your career, this is your chance to prove you have what it takes to run a successful agency. In addition to a great salary you will also receive numerous other benefits that come with working for such an agency. Beat the pre season rush & apply now.

YOUR NEW FUTURE STARTS HERE!

**** BRAND NEW OFFICE - SENIOR TRAVEL CONSULTANT
BRISBANE CBD – UP TO \$55K + INCENTIVE**

This leading company has the opportunity of a lifetime if you are an experienced retail consultant who can bring strong sales ability and vibrancy to this brand new store. Situated in a totally unique location, you will sell to a diverse range of clientele whilst providing a high level of customer service. In addition to the generous salary you will receive ongoing training, educational & benefits as you grow the business. Min. 2 yrs exp, proven sales, Galileo & CCT