

Thank you to all our travel partners  
from everyone at Qantas.

○  
2011

○ 2012

○  
Queensland Floods  
Bush Fires  
Ash Clouds  
Industrial Action  
Cyclones  
Japanese Tsunami  
Earthquakes

To all of our partners in the travel industry,  
thank you for standing by us in 2011.

2011 has been a challenging year. But through every single challenge and every difficult decision we've had to make, you've helped us keep the disruptions to a minimum. And you've helped get our valued customers to where they've needed to go. So we'd like to say thank you to each and every one of you. And here's to 2012 being a little less challenging.

Enjoy the journey



Early Bird to Europe

**1290\$**

\*Gross fare, excluding tax and surcharges

Sale 17NOV11 - 16DEC11  
Departures 01JAN12 - 30SEP12

Watch out for eXpertsplus point bonus promotion.  
Visit [lufthansaexperts.com](http://lufthansaexperts.com)



# Travel Daily

First with the news

Thursday 15th December 2011

**Team Leader  
MICE & VIP Leisure, SYD**

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

Contact **Sally Frape** at **TMS Asia Pacific**  
T: 0422 621 029 or E: [sally@tmsap.com](mailto:sally@tmsap.com)

BNE • MEL • PER • SYD  
BKK • HKG • SHA • SIN

ISSN 1834-3058

## EK LHR curb lounge

**EMIRATES** has introduced a new curbside Chauffeur Drive Lounge at London Heathrow for First and Business Class disembarking pax.

The new service eliminates waiting time in the car park area by pax, with EK's chauffeured vehicles parked 15metres away.

Emirates says about 200 pax/day will use the 30 seat facility, which offers tea, coffee, snacks, newspapers, magazines, a TV, desktop pcs and free wifi.



## empowered

with James Tobin

This month we look at industry trends and how these are driving additional revenues and efficiencies for you

Empower your business today

Watch now

**Sabre** Travel Network

## New cruise booking portal

**TRAVEL** the World head Andrew Millmore has today launched a new specialist cruise website that's determined to plug "huge gaps" in the cruise market, through a one-stop online cruise shop.

Dubbed Cruise Guru, managing director Millmore said the direct platform "will have, we believe, a very positive and immediate impact on the nature and growth of the cruise market in Australia."

The firm says [cruise guru.com.au](http://cruise guru.com.au) offers "unprecedented access to the most current cruise prices, deals & info, incl 'live' inventory.

Cruise lines represented on the site include Azamara, Carnival, Celebrity, HAL, P&O Australia,

Princess, RCI and Silversea.

While Costa, Cunard, Disney, MSC, NCL & Seabourn will be coming online soon.

Millmore said that with the aid of local cruise line partners, the site enables consumers to "enjoy the benefits of communicating directly with these leading cruise lines in one online store."

## Qantas looks ahead

**QANTAS** is today thanking the travel industry for standing by it during a "challenging year" (**cover page**) which has seen numerous natural disasters & industrial action.

"Through every single challenge & every difficult decision we've had to make, you've helped us keep the disruptions to a minimum," Qantas said.

## Five pages of news

**Travel Daily** today has five pages of news and photos, a front full page for Qantas plus full pages from: (**click**)

- TMS Asia Pacific
- AA Appointments

## Virgin wifi mid-2012

**VIRGIN** Australia will introduce inflight wifi technology that will enable passengers to stream video & audio content through personal hand held devices and laptops from mid next year.

BroadConnect will let pax "tailor their inflight experience to their personal tastes," said Virgin Group Exec Product, Martin Daley.



Wish you had more freedom and flexibility?

Ditch your desk job and go mobile with MTA.

Call us 1300 682 000  
[join.mtatravel.com.au](http://join.mtatravel.com.au)

**MTA** mobile travel agents

**VIRTUOSO.** SPECIALISTS IN THE ART OF TRAVEL

**VIRGINIA AIRLINES**

**TRAVELSCENE** Travel content for you

**TRAVEL**

## New Star Alliance ceo

**STAR** Alliance has announced the appointment of Mark Schweb from United as its replacement chief following the stepping down of Jaan Albrecht.

Schweb was UA's Senior Vice President of Alliances.

Board chairman and Air NZ ce Rob Fyfe said Schweb has "all the qualifications required to lead our alliance into the next chapter of its success story."

More appointments on **page 4**.



earn points Trip

## Thailand Earlybird packages on sale now!

Book your client's holiday to Thailand early with one of these great deals.

Check out the TRIP website for the exciting Thailand Incentive.

Terms and conditions apply. Please refer to trade advice for more details.

**amazing THAILAND**  
Always Amazes You

**viva!** holidays

**QANTAS** Holidays

[qantasholidays.com.au/agents](http://qantasholidays.com.au/agents)

**INSIGHT VACATIONS**  
The Art of Touring in Style

**HAPPY HOLIDAYS**  
and best wishes for the New Year!  
The Insight Vacations family



**inPlace**  
RECRUITMENT

Call 1300 inPlace  
Or (02) 9278 5100

**Product Executive - Sydney**

- ▶ Great company located in Sydney CBD
- ▶ Not your average loading role
- ▶ Experience with Thailand & Japan ess.
- ▶ Salary package to \$50K

click here for details

contact: [ben@inplacerecruitment.com.au](mailto:ben@inplacerecruitment.com.au)

# Travel Daily

First with the news

Thursday 15th December 2011

**Hahn Air**

Join the Hahn Air City and Airport Ticketing Centre network!

Register Now!

## Air NZ Tasman growth

AIR New Zealand's Tasman/Pacific services achieved the only significant positive growth for the carrier in Nov, rising 4.1% year on year to 228,00 passengers.

Short haul numbers rose 0.4%, but long-haul, Asia/Japan/UK and North America/UK services were all down by double digits.

Overall, pax numbers fell 1.1%.

MEANWHILE, Air NZ has joined Virgin Australia in signing an MoU with Lisella to develop a biofuel.

## TNZ/CINZ continue Oz pact

**TOURISM** New Zealand will provide the country's business events organisation with financial support for a further two years, as they work together to build on new opportunities in Australia for the lucrative events sector.

TNZ general manager marketing communications Justin Watson said this morning that the most

effective way "to unlock" the sizeable business events sector was to continue its collaboration with Conventions and Incentives New Zealand (CINZ).

"We believe we can deliver the most value in Australia by taking the lead in marketing activity, leveraging the highly successful New Zealand 100% Pure campaign to promote New Zealand," he said.

TNZ will additionally reallocate a share of funds for the Australian general market campaign to top up its destination marketing targeted towards business events.

## Chinese top value

**VISITORS** from China are worth about 20% more in economic value (\$3.4b) to Australia than those from the UK (\$2.7b), the latest Int'l Visitor Survey shows.

New Zealand's economic value was \$2b & other countries \$1.8b.

## Skywest forecast

**SKYWEST** Airlines this morning said it anticipates revenues for the half year period ending 31 Dec will increase by SG\$150m, (AU\$115m) or about 20% yoy.

The WA-based carrier also said it has leased an additional Fokker 100 aircraft that will be based in Perth and available on a standby basis from next month.

effective way "to unlock" the sizeable business events sector was to continue its collaboration with Conventions and Incentives New Zealand (CINZ).

"We believe we can deliver the most value in Australia by taking the lead in marketing activity, leveraging the highly successful New Zealand 100% Pure campaign to promote New Zealand," he said.

TNZ will additionally reallocate a share of funds for the Australian general market campaign to top up its destination marketing targeted towards business events.

CINZ ceo Alan Trotter said Australia is the "vital engine room" of the C&I market, and that the pact would ensure knowledge is shared and strengths maximised.

## GSR deals deadline

**GREAT** Southern Rail's earlybird deals representing discounts of up to \$1,320 for travel 01 Apr to 31 Dec, will end on 24 Dec.

**Dubai expert** ONLINE TRAINING PROGRAMME

## Knowing about Dubai has its rewards

Complete the Dubai Experts programme that highlights what Dubai has to offer your clients for leisure, business, family trips, adventure, shopping and cruises.

**Log in today to earn your certificate and win an iPad.**

Sign up now at <http://anz.dubaixperts.com/>

## GA Bali visas on board

**GARUDA** Indonesia will launch its immigration onboard service to all Sydney-Denpasar (Bali) flights from 01 Jan, following its successful introduction on Jakarta bound services in 2010.

## Thomas Cook layoffs

**UK TRAVEL** retailer Thomas Cook will close around 115 stores and cut 661 jobs in a bid to help the business return to the black from massive losses.

Yesterday Thomas Cook revealed a £398m (AU\$662m) loss for the year to the end of Sep.

**NEW BROCHURES OUT NOW**

**Helen Wong's TOURS**

- ✓ 25 years' experience
- ✓ Exciting new itineraries
- ✓ Intimate group sizes
- ✓ Quality accommodation
- ✓ 'Helen's Choice' bonuses
- ✓ No hidden extras

Call 1300 788 328 or visit [helenwongstours.com](http://helenwongstours.com)

**New Zealand**

**JUST RELEASED**  
2012 / 13  
36 page brochure

**INCLUDES**  
3 Styles of Touring

**ORDER**  
Call 1800 622 768

**<< VIEW NOW >>**

**SPECIALISTS**  
Luxury Coach Holidays

**GRAND PACIFIC TOURS**

**One in 10 travels FREE!**

When you book a **new** group on select 2012 European cruises.

**Call 1300 330 334**  
[groups@avalonwaterways.com.au](mailto:groups@avalonwaterways.com.au)

\*conditions apply

**Siem Reap Special from \$1062\***  
2-10 train share

- Return economy airfares with taxes
- 4 nights accommodation
- Daily breakfast

with one FREE stopover at Saigon or Hanoi

Hurry! Book now:  
**1300 309 117**  
[www.vnholidays.com.au](http://www.vnholidays.com.au)

**VN Holidays**  
Vietnam Airlines Vietnam, Cambodia & Laos specialist

# Travel Daily

First with the news

Thursday 15th December 2011

**BREAKAWAY**  
 International Travel Industry Club

**Royal Caribbean INTERNATIONAL**

**Royal Caribbean Cruise Industry Rates - Valid for all industry members!**

**Interior cabin from \$233\* per person**

\*Conditions Apply.

**CLICK HERE for further details**

**Travel Daily**  
 on location in  
**Cairo, Egypt**

Today's issue of *Travel Daily* is coming to you from Cairo, courtesy of *Insight Vacations*.

AS well as seeing the Pyramids of Giza, visitors to Cairo should not miss the Egyptian Museum of Antiquities, which catalogues and displays thousands of objects from the country's ancient tombs.

The many Australians who went to the recent Tutankhamen exhibition in Melbourne will be keenly interested in seeing more artifacts, with the Museum housing a massive display from the boy-king's funerary chamber.

There's also a fascinatingly grisly exhibit where about 20 unwrapped mummies are on show complete with millennia-old skin, hair and teeth.

The Museum is located just around the corner from Cairo's Tahrir Square - set to become a tourist attraction in its own right as the location of the revolution earlier this year which saw the Mubarak regime toppled.

See [insightvacations.com.au](http://insightvacations.com.au).

## Rail Europe Disney tkt

**RAIL** Europe will next year offer Disney Magic Tickets for entry to Disneyland & Walt Disney Studios Paris as an ancillary product.

The tickets will be valid for 1 day which can be used within six months from purchase.

**MEANWHILE**, Rail Europe and its GSAs are now offering the Thello overnight rail service between Paris Gare de Lyon and Venice, which commenced this week, on Train 220 and 221.

It's expected that Thello will also operate between Paris, Florence and Rome by Jun.

**ADDITIONALLY**, TGV France-Italy has begun a new service between France and Italy, replacing the Artesia day and night services.

## BESydney events up

**BUSINESS** Event Sydney will lure over 211,000 delegates to NSW worth \$191 million to the state's economy in 2012 after securing a number of conferences, congress and incentive programs.

Mar is proving a popular month with eight int'l events scheduled, bringing 9,500 delegates that will spend 39,700 days in Sydney.

## New "Anniversary Festival" for Egypt

**TOURISM** authorities in Egypt have today announced a new "spectacular celebration" to mark the first anniversary of the country's revolution in Jan 2011.

Interim tourism minister Mounir Nour said the celebration would mark "a major political event that has won the world's full admiration and respect".

Since the revolution tourism has plummeted due to perceptions of Egypt being unsafe, but the country's tourism industry is eager to welcome visitors again.

"The Ministry pins high hopes on the celebration attracting more tourists and boosting tourism," he said overnight during an inspection of construction work at the Ritz Carlton Hotel adjacent to Tahrir Square, which will open in 2013.

The new festival will kick off on 25 Jan 2012 and will be heavily promoted across the Middle East, with special packages on offer and a range of concerts along the banks of the iconic Nile River.

## AA gets Galaxy Tabs

**AMERICAN** Airlines says it has become the first US domestic carrier to offer Samsung Galaxy Tab 10.1 devices to First & Business class pax on select services.

It will be rolled out on 767-200 & -300 cross-country services, & flights to Europe & South America operated by 767-300 aircraft.

The tablets are loaded with 70 movies (including 30 new release titles), and TV & audio programs.

Early next year AA will also incl wifi capability on equipped jets, games and other products.

## Window Seat

"HOW's the serenity?"

Two stranded rowers 480 miles off the coast of the Canary Islands are quickly finding out just how serene Crystal Cruises' *Crystal Serenity* is, after being rescued by the ship this week.

The rowers were taking part in the 2011 Atlantic Challenge Race to paddle across the Atlantic Ocean when their boat capsized and later sunk in heavy seas.

After 10hrs huddled in a tiny life raft the sportsman were plucked from the sea by crew from the luxury vessel (which was enroute to St Maarten), after the ship was called in to help locate the missing men.

"While these young men hoped to cross the Atlantic in a most basic fashion, they are certainly experiencing the crossing in the most luxurious environment," said Crystal's President Gregg Michel.

**CONCERNED** about who you are going to be seated next to on your next flight?

KLM Royal Dutch Airlines may have a solution, with the carrier to launch a 'meet & seat' service in 2012 that gives pax a chance to select 'seat mates' via a link to Facebook & LinkedIn profiles, reports *USA Today*.

The optional service will be offered to pax checking in online.

## Corporate Domestic Travel Consultant

Spencer Travel is looking for an EXPERIENCED Corporate Domestic Travel Consultant. You must have a minimum of 1 years' experience in Domestic Corporate. Enjoy a varied portfolio of Corporate clients and work with like-minded people that love to service their clients by going above and beyond. Sabre, Tramada and Webres experience is preferred.

Don't delay start a new role in the New Year.

**Email your resume to**  
[tina@spencertravel.com.au](mailto:tina@spencertravel.com.au)

**WARNING: YUKON MAY CAUSE FEELINGS OF EUPHORIA.**

[TRAVELYUKON.COM](http://TRAVELYUKON.COM)

**YUKON**  
 LARGER THAN LIFE

**Watch out for**

**ben**



**Dubai's Mission Possible**



**ABOVE:** Dubai Tourism and Emirates hosted travel agents and industry partners to an advance screening of the latest saga in the long running *Mission Impossible* film series in Sydney last night. A massive chunk of *Mission Impossible: Ghost Protocol* showcases Dubai, which according to Dubai Tourism's Julie King, is the first Hollywood blockbuster to

be filmed in the emirate, and to host its grand premiere in the Middle Eastern gateway.

The world's tallest tower, Burj Kalifa has a starring role in the action flick, along with sand dunes, Dubai Creek, the token sand storm and a caravan of camels.

**Pictured** at Event Cinemas from left are Nicki Keegan, EK sales exec - corporate NSW/ACT; Lara Nickson, Dubai Tourism Aust/ NZ marketing communications manager; Julie King, Dubai Tourism Aust/NZ director and Tim Harrowell, Emirates, regional manager, NSW/ACT.

**Backpacker funding**

**THE** Entrance Backpackers on the NSW Central Coast yesterday officially launched newly fitted accommodation, which received \$110,000 in funding from the government in TQUAL grants.

**Fairmont to Jordan**

**FAIRMONT** Hotels and Resorts will add Jordan to its portfolio with the debut of the 290-room Fairmont Amman, scheduled to open in three years time.

**7,000 Airbus deliveries**

**AIRBUS** achieved a historic milestone on Mon this week, delivering its 7,000th aircraft, an A321, to US Airways.

**Singapore visits up 10%**

**THE** number of Aussies visiting Singapore in Oct has risen 9% year on year, latest data from the Singapore Tourist Board shows.

The month saw 84,487 arrivals from Australia, and propped up year to date figures to over 800,000, a 10% increase on the corresponding period in 2010.



**Industry Appointments**

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

**FCm Travel Solutions** has welcomed **Andreas Henig** to the new role of systems and solutions manager for the company's operations in Europe, Middle East and Africa, based in Frankfurt.

**Wyndham Vacation Resorts Asia Pacific** has appointed **Virginia Cason** as the new Senior Human Resources Generalist for the delivery of human resources services.

**Shannon Exelby** has taken on the role of General Manger at the **Mantra Aqueous on Port** in Port Douglas. **Campbell Lee** has been appointed as Hotel Manager of **Mantra One Sandy Bay** in the city's CBD. And **David Pearson** is **Mantra on the Esplanade** in Darwin's new General Manager.

**Sunshine Coast Destination Ltd** will maximise its online presence with the appointment of Digital Marketing Manager, **Renee Deguara**.

**Melbourne Convention and Exhibition Centre** announced the appointment of **Peter King** as it new Chief Executive moving from his role with the Royal Agricultural Society of NSW.

**Heidi Kalepa** has been named Corporate Director of Human Resources, **Aqua Hotels & Resorts**, effective immediately.

**Roderick Mahoney** was appointed a director of Avation PLC at a board meeting following the Annual General Meeting. Mahoney has previously been a fleet planning consultant to the Company and a project advisor to a variety of Asia-Pacific airlines, suppliers and other aviation businesses, including Virgin Blue and V Australia.

**Allianz Global Assistance** has appointed specialist underwriter **Richard Regan** to manage their Accident and Health Insurance portfolio.

**Voyages Indigenous Tourism** has promoted **Chris Fenech** to the position of General Manager of **Hotel Valley Station** from his current role as Sales, Marketing and PR Manager.

**Accor family packages**

**ACCOR** is offering Sydney accom packages which include tickets to Harry Potter: The Exhibition and The Wiggles Exhibition priced from \$217/night - [bit.ly/srRQgC](http://bit.ly/srRQgC).

**EY name changes**

**ETIHAD** Airways is now accepting name changes after a ticket has been issued (and prior to the passenger's outbound departure) for a fee of US\$75 plus an AU\$55 ticketing fee.

Corrections to names can be made when the maiden name needs to be changed to a married name; the first and surname has been confused; changing to the full spelling of a name compared to the nickname; typing errors up to three characters and title amendments.

**Chifley NSW addition**

**SILVERNEEDLE** Hospitality has announced the opening of the Chifley Executive Suites in Newcastle (**TD 29 Nov**) offering studio rooms and one- and two-bedroom apartments.

**QH Bali packages**

**QANTAS** Holidays has released a number of Bali packages priced from \$399ppts ex Perth including flights with Jetstar.

Options include seven-nights in Legian at the Champlung Mas Hotel, which includes brekkie, for travel between 16 Apr-30 Jun, when purchased before 31 Dec.

**MEANWHILE**, QH has released its last minute Christmas and New Year availability guides (**TD Tue**) for the South Pacific, Thailand, Bali and New South Wales - see [qantasholidays.com.au/agents](http://qantasholidays.com.au/agents).

**ROCKY MOUNTAINEER GIVEAWAY**



*Travel Daily* has teamed up with **Rocky Mountaineer** to give five lucky readers the chance to win a plushy Fraser the Bear and a lux leather luggage tag, valued at \$45.

Rocky Mountaineer gives partial proceeds from all sales of the bear to the Pacific Salmon Foundation.

To win, simply be the first person to send in the correct answer to the following **True or False** question:

**SilverLeaf guests enjoy panoramic views through the single-level dome coach as well as hot meal service at their seats**

Email your answer to: [rmbear@traveldaily.com.au](mailto:rmbear@traveldaily.com.au)

Congratulations to yesterday's lucky winner, **Simon Jenkins** of **Travelworld Alice Springs**.



**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)



## CX first US lounge

**CATHAY** Pacific Airways has opened a new First and Business class lounge at San Francisco Int'l Airport - its first Cathay branded lounge in the United States.

The facility features the carrier's Signature Noodle Bar.

## Austrian/Travelport JV

**AUSTRIAN** Airlines has signed a new multi year agreement with Travelport which will continue to see Galileo and Worldspan-connected agents have full access to the airline's published fares.



Want a chance to **WIN 1 of 10 Olympus Digital Cameras** or 1 of 10 \$100 Visa Gift Cards?

### We can help you:

- Stay one step ahead of the competition
- Brush up on your Canada knowledge
- Sign up today to our **FREE** online training program

Become the newest Canada Specialist!  
Complete the training by 31 Dec for your chance to **WIN!**  
<http://csp-au.canada.travel/>

**Canada**

## Vivid Sydney 2012

**DESTINATION** NSW has announced the 2012 Vivid Sydney event will be held from 25 May to 11 Jun around the Sydney Opera House, Circular Quay and The Rock precinct.

## Grand American tours

**GRAND** American Adventures, the sister firm of Trek America, has unveiled a number of new tours for 2012 including the 15-day Alaskan Adventure Cruise and three-day California Coast - North or Southbound itinerary.

Contact Adventure World for more information.

## Bhutan guarantees

**BHUTAN** & Beyond has guaranteed all of its departures for its 2012 small group cultural tours incl: the 16 night 'Uniquely Bhutan Traverse' tour departing on 19 Mar - see [bhutan.com.au](http://bhutan.com.au).

## JAL's 1st 787 livery

**BOEING** has unveiled the livery for the first Japan Airlines 787 Dreamliner jet (below), which will begin operation between Tokyo Narita-Boston in Apr (TD 30 May).



## Bench free nights

**BENCH** International is offering two free nights accom in Cape Town for travellers booking a three night safari at Lion Sands Private Game Lodge, priced from \$2,173 per person twin share.

The deal is on sale until 31 May valid for travel 01 May to 31 Aug.

## UL flat beds addition

**SRILANKAN** Airlines has introduced its first refurbished A330 aircraft featuring new flatbed seats in Business Class.

The cabin interior overhaul of the entire fleet is expected to be completed by Jul 2012.



**ABOVE:** Travel Associates hosted four agents from Cairns, Brisbane and Sydney on a famil to Thailand recently.

During their trip the intimate group experienced a cooking class in Tamarind Village, elephant trekking in Chiang Mai and snorkelling at Bamboo Island.

The group also spent time at Rayavadee and Tamarind village which are sister properties in

Krabui and Chiang Mai.

**Pictured** about to get cooking with fresh local ingredients the markets from left are: Janelle Spence; Spence & Turner Travel Assoc; Sarah Butche, Kennedy & Turner Travel Associates; Jessica Rae, The Unique Tourism Collection; Sharon Loughins, Egan & Turner Travel Associates and Katrina Lesnie, Jones & Turner Travel Associates.

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



**LEFT:** Flight Centre Global Product celebrating their Christmas Party. Pictured from left to right are: Stephen O'Dwyer, David Strickland, Liezel Figtree, Elizabeth Mackay and Jo Bingham.

**Travel Daily's popular Christmas photo competition is back!** Our good friends at Fraser Suites Sydney are asking you to send in your work Christmas party photos and at the end of the month, they will select their favourite photo to 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 Travel Daily 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

**klick**  
communications

**FRASERSUITES**  
SYDNEY

**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](http://www.traveldaily.com.au).

PO Box 428, West Ryde, NSW 1685  
Phone: 1300 799 220 Fax: 1300 799 221

Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of Travel Daily no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

**Publisher/Managing Editor:** Bruce Piper  
**Editor:** Guy Dundas  
**Contributors:** Chantel Long, Lisa Maroun, Jenny Piper and Barry Matheson  
**Email:** [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

**Travel Daily Group:**

**CRUISE**  
WEEKLY

**Travel Daily TV**

**Pharmacy**  
DAILY

**Advertising and Marketing:** Lisa Maroun (Manager), Lisa Martin and Magda Herdzik  
**Email:** [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)  
**Business Manager:** Jenny Piper  
**Email:** [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

# TMS Will Put You Ahead Of The Rest!

Top Jobs To Achieve Career Success

Hot Jobs (Australia) - December 2011



## 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](mailto:sally@tmsap.com) or [apply online](#)

## Corporate Travel Consultant – SYDNEY

- \* Top Industry Salary
- \* High End Corporate Travel Clients
- \* Award Winning Travel Management Company

We are looking for a candidate who is able to manage their own portfolio of VIP and Corporate clients. You must possess strong IT and GDS knowledge. You need to offer the kind of customer service that has clients coming back, time and time again! If you are considering moving on to another company, then this may be the place to move to?!

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

## Aircraft Charter Coordinator/Senior Consultant

- \* High level of computer skills
- \* You need to have extensive travel and aviation experience
- \* Strong flexible work ethic/able to travel at short notice

If you have been thinking about a career move? We are providing you with this fantastic opportunity to work with a leading charter company, dedicated mainly to the VIP and Corporate market. If you possess the capacity to think strategically? Have outstanding people skills? I look forward to hearing from you.

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

## Business Development Manager, SYD

- \* CBD District
- \* Generous Salary
- \* Boutique Agency

This company is looking for a candidate who has a proven track record of success. Previous business development experience. Strong strategic and analytical skills. Excellent communication skills. If you feel you are ready to make a career move for 2012 then this is the perfect opportunity.

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

## International Travel Consultant - Perth

- \* Are you an experienced travel agent with exceptional customer service skills?
- \* Can you work towards sales targets in a busy team environment?
- \* Do you want to be rewarded for your great results?

We are currently looking for a motivated travel consultant to join one of the most dynamic travel companies in WA. If this sounds like you, contact us now!!

Contact **Mehdi Spighi** T: 02 9231 6444 E: [mehdi@tmsap.com](mailto:mehdi@tmsap.com) or [apply online](#)

## Corporate International Consultant, SYD CBD, North Shore & Eastern Suburbs

- \* Award winning travel management company
- \* Work in a team of 9 VIP Corporate Consultants
- \* Salary to \$65k

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 corporate travel aspire to work for this leader.

They are currently looking for an experienced Corporate Travel Consultant to join their Corporate Division. This is a rare opportunity for an experienced Corporate Travel Consultant who would like to work for a leader in corporate travel.

You will be rewarded with an outstanding working environment, have the ability to work within the most experienced travel team and they are offering a leading salary in corporate travel.

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

## Online 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)

Quality recruitment for the travel and hospitality industries in Asia Pacific



Awarded  
Best Practice  
Accreditation  
2011

Call 02 9231 6444

E [nswjobs@tmsap.com](mailto:nswjobs@tmsap.com)

W [tmsap.com](http://tmsap.com)



BNE

MEL

PER

SYD

BKK

HKG

SHA

SIN

Partners in

DXB

UK

USA





## PUT SOME XMAS CHEER IN YOUR EXECUTIVE CAREER – REGISTER NOW

### YOUR CAREER IS SET FOR TAKE OFF

#### CORPORATE SALES - AIRLINE

SYD/MEL/PER/BNE – SALARY PACKAGES OTE \$100K+

If you have the proven ability to build new business through your initiative, relationship skills and target-driven attitude this Airline has a place for you on their growing team. You will identify new business opportunities and build a pipeline using your confident, friendly communication and presentation skills to put you in the winning position. This is a revenue-generation role so you must be hungry and motivated to achieve targets.

### SHINE YOUR LIGHT ON A GLOBAL ROLE

#### GLOBAL ONLINE SUPPORT MANAGER

SYDNEY – SALARY PACKAGE OTE \$110K

This role will see you managing a team who are responsible for application services in a global sense. Bring your technical skills and knowledge of both GDS and airline systems to this industry giant and you'll see your career take off. If you're ready to step up to the major leagues, this role will elevate your career profile. Strong leadership skills and a proven understanding of online technology solutions are essential.

### OPEN YOUR WINDOW OF OPPORTUNITY

#### BUSINESS IMPROVEMENT SPECIALIST (12 MTH CONTRACT)

BRISBANE – SALARY PACKAGE TO \$105k

This exceptional new opportunity, working on a 12 month contract will see you facilitate the roll out of a new internal project. You will need to possess strong travel industry understanding especially within sales distribution models. Your senior attributes will need to include strong negotiation & communication skills, strategic planning and business improvement practices with GDS & Airline skills.

### THE MINING BOOM JUST GOT BIGGER

#### BUSINESS DEVELOPMENT MANAGERS

OLD / WA BASED – SALARY PACKAGE \$90k + INCENTIVES

This leading travel provider is looking to secure new BDM's into their teams. You will have strong connections within the mining and resource sector having full understanding of these operations and key markets along with your solid experience within the travel industry. With your strong negotiation, sales and influencing skills you will know how to open doors and convert new business.

### OFFERING ALL THE BELLS & WHISTLES

#### OPERATIONS MANAGER – CONFERENCE & INCENTIVE

MELBOURNE – SALARY PACKAGE TO \$100k +

Bring your wealth of experience to lead the 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.

### FULL STEAM AHEAD IN EVENTS

#### BUSINESS DEVELOPMENT MANAGER – EVENTS

MELBOURNE - SALARY PACKAGE OTE \$90k - \$120K

Do you know how to hit the ground running and make your mark on securing new Event business? This fantastic new role for a results-driven individual will see you get ahead with this leading company. Working directly with corporate clients you will have the ability to research and secure new MICE business, showing your flair for sales and highly driven approach to deliver the best to your clients.

### GET CARRIED AWAY BY THESE SALES ROLES

#### BUSINESS DEVELOPMENT EXECUTIVES

SYDNEY – SALARY PACKAGES DOE

If you love cruise product and have the proven ability to sell, now is a great time to get carried away by a new role. As an experienced BDM you'll know how to run a territory, plan your call cycle, drive sales and business growth, train Agents on your product, and deliver presentations at conferences & expos. You'll be joining expanding organizations and riding the ever-increasing wave of the cruise market.

### GET MORE FROM YOUR RELATIONSHIPS

#### CORPORATE ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE to \$100K+

Time to bring your knowledge of corporate travel and client management to this growing organization that is making a strong name for itself in the corporate market, and will only get stronger. You will have a background in account management, being strategic and analytical with the ability to negotiate the best outcomes for both the business and the client. Grow your career with a growing company.

## CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis  
MANAGING DIRECTOR  
Ph: 02 9231 1299

Linda Green  
NSW & ACT  
Ph: 02 9231 2825

Toni Francis  
NSW & ACT  
Ph: 02 9231 2825

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

OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com](http://www.aaappointments.com)