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# Travel Daily AU

First with the news

Thu 03 Feb 11

Page 1

EDITORS: Bruce Piper and Guy Dundas  
E-mail: [info@traveldaily.com.au](mailto:info@traveldaily.com.au) Ph: 1300 799 220

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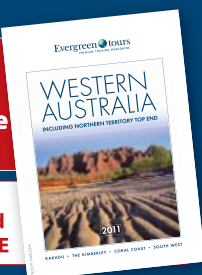
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## DJ/EY authorised to 2016

IT'S full steam ahead for the alliance between Virgin Blue and Etihad, after the Australian Competition and Consumer Commission this morning issued a five year authorisation for the pact (*TD* breaking news).

The deal will see V Australia establish an international hub in Abu Dhabi and "allow us to offer corporate and leisure travellers a very attractive one-stop service to more than 14 destinations in Europe, as well as the United Kingdom, the Middle East and Africa," said DJ ceo John Borghetti.

"The alliance is a key part of our strategy of building an international network with global coverage that complements our core domestic business," he added.

The final approval has come less than three weeks before the planned debut of V Australia direct services to Abu Dhabi - and new Virgin Blue ambassador, Ian Thorpe, will be travelling to AUH

on the inaugural flight.

ACCC chairman Graeme Samuel said the commission "considers that the alliance is likely to promote competition and result in new international services."

The deal is also "likely to improve Virgin Blue's ability to compete against the Qantas Group," the ACCC added.

Interestingly, following the ACCC's draft approval of the deal (*TD* 16 Dec), no further submissions were received.

As well as three weekly V Australia services from Sydney to Abu Dhabi (boosting the EY/VA operation to double daily), V Australia will operate three weekly flights from Brisbane to AUH via Singapore from Feb 2012.

The ACCC also said it recognises that the Abu Dhabi services, in place of VA's Phuket and Johannesburg routes, "may stimulate tourism by replacing services that primarily attract Australians going overseas".

Today's determination will come into force on 25 Feb, unless there's an application for review made to the Australian Competition Tribunal.

After having its alliance with Air NZ also approved, Virgin Blue has its fingers crossed that it will get the US OK for its pact with Delta.

### Today's Travel Daily

A BIG issue of *Travel Daily* today has seven pages of news and photos plus full pages from:

- TMS Asia-Pacific
- AA Appointments
- Consolidated QR incentive
- Jetset Travelworld jobs

## Lest We Forget

(Sandakan - Ranau Death March)

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## Coral Princess canx

TROPICAL cyclone Yasi has seen Coral Princess Cruises suspend all sailings, with the next scheduled cruise (Townsville-Cairns) expected to depart on 08 Feb.

The company's Sydney office will continue to take calls and issue updates - 1800 079 545.

For more cruise news see today's *Cruise Weekly* - subscribe at [www.cruiseweekly.com.au](http://www.cruiseweekly.com.au).



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## Queensland 'sigh of relief'

TOURISM in North Queensland will be up and running "in a matter of hours," after the much anticipated Cyclone Yasi left the state relatively unscathed.

Qld Tourism Industry Council ceo Daniel Gschwind told *TD* this morning that he and Tourism Queensland's Anthony Hayes had spoken with a number of operators this morning, with the state emerging from the storm "better than we had ever hoped".

Whitsunday islands including Hayman, Hamilton and Daydream will be operational shortly, with Hayman reporting minor damage but welcoming guests tomorrow.

Accor said all its 12 north Qld properties would be trading normally by mid-morning, while airports across the region are expected to open tomorrow.

MEANWHILE Hayes and Gschwind spent the morning at Brisbane Airport personally welcoming passengers from China

arriving on the first of a series of charter flights operated by China Southern Airlines, which was diverted from Cairns.

"We want to send a strong message that we will give visitors to Queensland a good experience no matter what," Gschwind said.

## Morgans in Oz

RACHAEL Sardelich has been appointed as the Sydney-based Director of Global Sales for the Morgans Hotel Group, which has established a new Australian operation.

Morgans operates boutique properties including the Morgans, Royalton and Hudson in New York, the Delano and Shore Club in South Beach, the Mondrian in Los Angeles and South Beach, Clift in San Francisco, the Ames in Boston and the Sanderson and St Martins Lane hotels in London.

For more industry appointments see page five of today's *TD*.

## Learning and communications advisor.

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Applications close Sunday 13 February 2011.



## Window Seat

VISITORS heading to the UK for the upcoming Royal Wedding will be able to purchase some rather unique souvenirs, with a London company launching a commemorative range of Prince William and Kate Middleton-themed condoms.

Crown Jewels Condoms of Distinction are sold in special packaging which instructs users to "lie back and think of England."

A spokesman for the company said "We set our craftsmen to create these heirloom quality love sheaths. In years to come they'll be a memento of a magical day".

THERE'S certainly no doubt about the teaching of geography in US schools.

An avid *TD* reader has forwarded the image below, which was shown on the Fox News network this week to help viewers understand more about the Egypt crisis.

No wonder they're worried - Egypt is shown slap bang in the middle of Syria and Iran.

The last time we checked that's exactly where Iraq is.



Let's hope Obama's not using this to figure out US foreign policy.

## got a hot tip for the middle east?

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## Virgin/Delta staff co-ordination

THE Virgin Blue Group has outlined plans to integrate its sales staff with those of proposed trans-Pacific partner, Delta Air Lines, the carriers have revealed.

According to the joint application to the New Zealand Minister of Transport lodged last week (*TD* yesterday), part of the Joint Venture Agreement will see "the coordination of activities between the Parties" over a number of channels.

Aside from the previously flagged DJ/DL agreement to cover reciprocal code-sharing, flight scheduling and planning, pricing

and access to frequent flyer and lounge programs (*TD* 09 Jul 2009), the pact also plans to blend the airline's sales and marketing coordination.

The carriers have gone as far as to say the planned coordination of staff could "possibly" cover full integration, uniform management and co-location, along with adopting "common systems".

Another arm of the planned JV includes purchasing opportunities, which covers aircraft, insurance, fuel buying, ground handling, maintenance, real estate, commercial leasing, information technology and services, catering services and in-flight consumer products.

They have also stipulated to the NZ authority that each Party will remain independent and retain their own corporate identity.

## Amora NZ launch

AMORA Group has launched its hotel brand into the Kiwi market with three hotels opened across 'the ditch' this week.

The properties include Amora Hotel Wellington (formerly the Duxton hotel Wellington); Amora Hotel Auckland (was the Duxton Hotel Auckland); and Amora Lake Resort Okawa Bay, Rotorua (previously badged as the Duxton Okawa Bay, Rotorua).

## Hawaii visitors soar

HAWAII Tourism Oceania has this morning announced that a record number of Australians, 153,086, travelled to Hawaii last year - a 29% increase on the 2009 figure.

HTO's country manager, Helen Williams said the "exciting milestone" was fueled by the strength of the Australian dollar compared to the US dollar, in addition to "incredible travel industry support."

She also said great value deals and extra air services were likely reasons for the Aussie surge.

The Jul-Sep quarter was the most popular period for Aussies, with 42,104 making the trip to the Aloha State.

## SQ dodgy dunny?

SINGAPORE Airlines says its carrying out investigations with Airbus to determine what caused a smokey smell to be emitted from the lavatory of one of its A380s last Fri.

The incident, which occurred on the Singapore to Hong Kong service, required crew to use a halon extinguisher as a precaution, however there was no fire.

## CZ industry special

BREAKAWAY Travel Club has a red hot economy class industry fare with China Southern Airlines, valid to points including China, Hong Kong and Tokyo, priced from \$369 plus tax, for travel to 31 Mar.

## Disney Alaska cruises free for kids

DISNEY Cruise Line is offering a last minute 'kids cruise free' offer for its new Alaskan itineraries which debut in May.

Disney Wonder will operate the line's first Alaskan itineraries, with the deal valid on selected sailings 03 May-07 Jun for children up to the age of 17 when travelling with two full-fare paying passengers.

See [www.disneycruise.com](http://www.disneycruise.com).

## TSA getting fuzzy

THE US Transportation Security Administration is set to test new software which will produce "more modest images" of passengers undergoing full body security scans.

The updated systems will be trialled at Las Vegas, Atlanta and Washington National airports for two months, with a "blurred generic outline" of travellers projected onto a monitor.

The move aims to reduce controversy surrounding the scanners, which are able to see "through" the clothes of pax.

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## Soggy Sabre staffer

THERE'S no doubting the dedication of some people in the Australian travel industry.

Arthur Athanassiou of Sabre Pacific looks like he's still keen to get to work despite having to evacuate from his Brisbane home during the floods last month.

Sabre Pacific ceo Gai Tyrrell said the company was able to help colleagues and clients get back on their feet as soon as possible through the crisis, including the establishment of infrastructure to help people work remotely, replacing damaged hardware and housing displaced Brisbane clients in Sydney.

"Thanks to the quick actions and dedication of Sabre staff across the country, we supported our clients and minimised impact to their businesses," she said.

## APT Xmas brochure

APT has today launched its 2011 Christmas Cruise & Tours brochure featuring European River Cruises, South America (and Antarctica) and Canada.

The program includes, for the first time, the Magnificent Europe river cruises over the Christmas and New Year period.

## IATA full year report

IATA's full year report indicated an 8.2% year-on-year increase in int'l air traffic and a 2.7 point rise in pax load factor, to 78.4%.

Severe weather in Europe and the US in Dec saw traffic demand drop by 1% & pax demand by 4.9%.



## JetBlue/SAA c'share

JETBLUE Airways has lodged an application with the US Dept of Transportation requesting to permit South African Airways to codeshare on 20 domestic US routes from New York's JFK and Washington Dulles.

The carrier hopes to begin codesharing from 15 Feb 2011.

## Antarctic saving

BENTOURS has extended its \$1,500 per person discount on select Antarctica expeditions and cabins, sailing between Nov 2011 and Mar 2012, until 28 Feb.

See [www.bentours.com.au](http://www.bentours.com.au).

## bmi routes expand

BRITISH Midland International is launching new daily services from London Heathrow to Bergen and Stavanger in Norway from 01 Apr.

The carrier is also adding new four times weekly services from Heathrow to Casablanca, and thrice weekly flights to Marrakech, both in Morocco, from early Apr.

All new routes will be operated by a dual class Airbus A319.

MEANWHILE, bmi aircraft will fly on three of the four daily Lufthansa services between both Birmingham and Manchester to Frankfurt, effective, 27 Mar.

## German IHG dispute

THREE InterContinental Hotels Group properties in Berlin, Cologne and Dusseldorf are set to switch to a different brand, due to a dispute between IHG and the hotel's owners, a German firm called Neue Dorint GmbH.

The Cologne-based Neue Dorint also operates 33 hotels across Europe under the Dorint Hotels & Resorts brand.

Details of the dispute with IHG haven't been made public, but Neue Dorint confirmed that it's "currently negotiating intensively with renowned internationally operational hotel groups with regard to the locations concerned."

## Lonely Planet India

AUSTRALIAN-founded global travel content provider Lonely Planet has announced plans for a new office in India.

The move will see Lonely Planet develop "local content written by Indian authors for Indian travellers," across both print and digital platforms.

Lonely Planet is already India's leading publisher of guidebooks in English, but the existing products are written for an "international, predominantly Western audience, and don't necessarily take into account the way Indians travel internationally and domestically," said LP ceo Matt Goldberg.

## More Legionnaires

ANOTHER three cases of Legionnaires Disease have been reported to have struck Australian travellers that have recently returned from Bali, bringing the total up to 11 people affected.

Most of those sick with the disease stayed at the Ramayana Resort & Spa Hotel in Central Kuta.

## Royal cocktail party

SCENIC Tours will hold an exclusive cocktail party on the evening of the Royal Wedding during its 16 day Great Britain Royal Wedding Experience tour.

The cocktail party will be hosted by special hosts Kerri-Anne Kennerley and Deborah Thomas.

The two Australian VIPs will not be on the entire tour (TD yest.).

## Viking evacuates

VIKING River Cruises reports that it successfully repatriated 91 of its guests who were in Cairo over the past 2-10 days, to Frankfurt, Germany using a chartered A320 aircraft.

The river cruise line says it has axed all its Egypt itineraries through until 28 Feb due to the country's civil unrest, and is working to rebook other guests scheduled to visit the destination.

"Passenger safety is our #1 concern," said Viking chairman and ceo, Torstein Hagen.



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## Dusit GDS code

A NEW GDS chain code has been given to the Dusit Thani Laguna Phuket resort, with the property now under the Preferred Hotel Group code - BC.

## New WestJet route

CANADIAN low cost carrier Westjet yesterday launched new seasonal twice weekly services between Toronto-Palm Springs, which will operate until 30 Apr.

## P.S. I Love You

PORT Stephens Tourism is this week launching an "emotionally driven" new TV and print brand campaign dubbed 'P.S. I Love You' in its key markets of Sydney, regional NSW, Melbourne and regional Victoria.

The campaign plays on the PS initials for Port Stephens, and features unpaid people expressing their affection for the destination - see [www.portstephens.org.au](http://www.portstephens.org.au).

## Spirit of Tassie deal

THE *Spirit of Tasmania* has overnight Ocean Recliner or Day Tickets between Melbourne and Devonport priced from \$97 each way for travel up until 02 May, when booked before 04 Mar 2011. Book at [spiritoftasmania.com](http://spiritoftasmania.com).

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## 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).

**Solange Francois** is the new Marketing Manager for BCD Travel Australia having moved to Australia from New Zealand. Francois previously held a similar role with Singapore Airlines in Auckland.

**Hyatt Hotel Canberra** has announced Mikael Svennsson as general manager. Svennsson will replace Karl Diefenbach who was the hotel's gm for 10 years.

The Board of **Tourism NSW** has voted in the general manager of The Byron at Byron, **Lyn Parche** as a new director. She fills the spot left vacant by Stephen Lewis, the gm of Four Seasons Hotel Sydney who has retired.

**Phil Smith** has been named as general manager at the **Novotel Vines Resort** in Perth, moving from his previous role on the Gold Coast with Accor Vacation Club. He replaces Mike Stanton.

**Safeski's Australia** has appointed **Ray Pearson** as its new General Manager, effective immediately. Pearson's recruitment is part of a restructure that the group hopes will preserve its position as the world leader in the area of aviation safety.

Emirates-owned **DMC Arabian Adventures** has appointed **PillowMINT** as its new Australian representative. Arabian Adventures was previously represented here by Pamela Scott and Associates for more than ten years.

**Gorman Leisure Group** has been named the Sydney based Australasian representative of **Pezula Resort and Spa** in Knysna, South Africa. Gorman Leisure Group comprises **Lisa Gorman** and **Steve Donnelly**. The luxury resort, about a 40 minute flight from Cape Town, has also appointed **Gert Venter** as its new gm.

**Lufthansa** has appointed **Steffen Harbarth** as its new Singapore-based Vice President for the Asia-Pacific region, effective 01 Apr. He replaces **Uwe Mueller**, who's been promoted to head up LH sales in Germany, Switzerland and Austria.

**Noella Ferns** has taken up the role of **British Airways Commercial Manager Australia**, reporting to **Nicole Backo**. Her most recent role was as BA's Sydney Airport Manager.

**Karen Castiglioni** has been promoted to National Marketing and Product Manager with **Broome** and **The Kimberley Holidays**.

The **Hermitage Hotel Aoraki Mount Cook** in New Zealand has appointed **Steve Kirkpatrick** as its new general manager.

Former Korean Airlines NSW sales manager **Vince Arnone** has taken up a new role as National Sales & Marketing Manager for **The World Travel Group** which incorporates **Honeymoon Worldwide Holidays** and several other travel brands.

**Danielle Tuffield** will represent **Universal Studios Hollywood** in Australia in a new role with **Gate 7**, which has been appointed to focus on growing travel industry sales for the LA theme park.

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## WIN A MOVIE DOUBLE PASS

Congratulations to **Kristy York** from **FC Global Product**, who was yesterday's lucky winner.

**Travel Daily** has teamed up with **Coco Palm Resorts** this week and is giving readers the chance to win one of five Event Cinemas double movie passes.

Set on the beautiful Maldives, Coco Palm Resorts are fringed by white sandy beaches, dressed with luxurious tropical vegetation, and host a blue crystal clear lagoon for the enjoyment of a vast range of water sports.

For your chance to win an Event Cinemas double movie pass, simply be the first person to email the correct answer to the daily question below to : [cocopalm@traveldaily.com.au](mailto:cocopalm@traveldaily.com.au).

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## Clipped by 25-35%

**STAR Clippers** is offering a discount of between 25-35% off all its cruise itineraries, when booked by 28 Feb 2011.

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



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**Travel Daily AU**  
First with the news

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EDITORS: Bruce Piper and Guy Dundas  
E-mail: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

## CATO heads west

THE Council of Australian Tour Operators will hold its next meeting on 18 Feb in Perth.

The event will take place at Zebras African Steakhouse in Bicton, and will include a discussion forum titled 'Direct Selling is optional. Direct Marketing is Essential'.

More info [gina@afta.com.au](mailto:gina@afta.com.au).

## ADL taxes drop

**QANTAS** has advised changes to the WY tax (international) and QR tax (domestic) for flights at Adelaide airport.

Effective for tickets issued immediately and travel on/after 17 Feb the domestic passenger service charge will be \$8.67, down from the previous \$10.26.

And the international Adelaide passenger service charge will be \$17.62 instead of \$19.87.

## MSC 2-for-1 deal

**MSC Cruises** has released a Two-for-One fare promotion on ocean cruises in 2011-2012 - for full details see [msccruises.com.au](http://msccruises.com.au).

## One class for UL

**SRILANKAN Airlines** has converted one of its A320 aircraft into an all-economy configuration.

The modified plane has 160 seats - ten more than the two-class arrangement - and will initially operate on routes from Colombo to Bangalore, Chennai, Tiruchirapally and Male.

## QF 747 checks in for F1



Image courtesy of Tim Bowrey

**QANTAS** yesterday announced it had signed F1 driver Mark Webber as an Ambassador, in support of the 2011 Formula 1 Qantas Australian Grand Prix.

The Red Bull driver will race in front of his home crowd at Albert Park, Melbourne from 24-27 Mar.

**MEANWHILE**, to celebrate the occasion, Qantas also yesterday revealed new livery on one of its Boeing 747s (pictured above at Sydney Airport), promoting the event, complete with chequered flag and the F1 logo.

## TAAP anniversary

**EXPEDIA** is celebrating the first anniversary of its Travel Agency Affiliate Program (TAAP), which was launched in Mar 2010, by offering 'Birthday Bonus' promos to its existing members.

Subscriber numbers have risen to over 1,500 in the first nine months of the program, according to Expedia, with the local market now making up almost 20% of TAAP worldwide.

New agents who sign up in Feb are also eligible for the bonuses.

**blueholidays**  
holiday your way

## Product Coordinator

### Based in Brisbane

Blue Holidays requires a highly motivated, customer focused individual to join our Brisbane office and take ownership of this challenging and rewarding role. This is a great 'next step' in the career of a dedicated travel professional.

As a Product Coordinator, you will provide first class support to product managers in their efforts to source competitive product for Blue Holidays. This includes ensuring product components of air, car hire, hotel, cruise, insurance and activities for packages are competitively priced, adequately available and operationally able to fulfil.

Reporting to the Senior Product Manager, your key responsibilities will be to load travel extra content, analyse and produce reports, build and maintain superior supplier relationships, monitor competitor activity and coordinate deals and promotions within deadlines.

This role requires a minimum 1-2 years experience in a similar travel or tourism role. Dealing with suppliers such as hotels, car hire companies and airlines will be an advantage. The ideal candidate will be a fast learner with strong administration and customer service skills and who takes a proactive approach to problem solving. A strong attention to detail is also required along with excellent interpersonal and communication skills.

If this is the opportunity you have been waiting for and you meet the above criteria, then please send your cover letter and resume to [dennis.basham@blueholidays.com.au](mailto:dennis.basham@blueholidays.com.au) or call 07 3295 5894 for a confidential discussion. Applications close 5pm, Friday 11<sup>th</sup> February.

**corporate travel management**

## General Manager WA required!

Love a fast pace? Then join our dynamic management team as we continue to expand on our success. With our exciting growth plans and recent listing on the ASX, you won't find a better time to join us!

Applications/enquiries in strictest confidence to: [andrew\\_gould@travelctm.com](mailto:andrew_gould@travelctm.com) (Recruitment Coordinator)



[www.travelctm.com](http://www.travelctm.com)

Brisbane | Sydney | Melbourne | Perth | Gold Coast | Auckland

## Republic to Nassau

REPUBLIC Airways is seeking permission from US officials to operate new flights for US Airways Express between Charlotte, Philadelphia and Washington DC to Nassau in The Bahamas, beginning 02 Jun 2011.

## WIN A 5-NIGHT HOLIDAY FOR TWO AT ANANTARA PHUKET



Throughout February, **Travel Daily** is giving travel consultant readers the chance to win an indulgent Phuket holiday package for two, courtesy of **Anantara Phuket Villas** and **Strategic Airlines**.

The prize includes Strategic Airlines return business class flights for two from Brisbane or Melbourne to Phuket; five nights accommodation in a luxurious one bedroom pool villa at Anantara Phuket Villas; daily buffet breakfast and return transfers.

Anantara Phuket Villas is one of the most desirable destinations in Thailand. Each of our 83 private pool villas offer a luxurious haven of peace and tranquillity located directly on Phuket's longest beach.

Every week **Travel Daily** will ask a different question relating to either Strategic Airlines or Anantara Phuket Villas – just read the issue and email us your answer.

There will be four questions in total. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this stunning Phuket escape.

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

**Q.1: What is the launch date of Strategic Airlines' services to Phuket from Melbourne and Brisbane?**



## Star promotes NSW

TOURISM NSW, Jetstar and Tourism Australia have teamed up to promote Sydney and the Blue Mountains to Japanese audiences with the help of Japanese pop star, Thelma Aoyama and MTV.

The 'Discover My Day in Australia' campaign has reached up to 7.5m Japanese households and follows Aoyama on a four-day adventure Down Under showcasing Sydney Harbour, Paddington, Surry Hills, Manly & the Blue Mountains.

## Sunshine campaign

TOURISM Queensland launched a \$400,000 marketing campaign for the Sunshine Coast last week, targeting Sydney and Melbourne visitors to the area, and aimed at dispelling perceptions the region was impacted by recent floods.

## QF Exmouth deal

QANTAS is offering a special \$99 one way airfare on its new Perth to Exmouth route (TD 19 Jan), on sale until 09 Feb.

Launch fare are valid for travel from Exmouth between 30 Mar-20 Apr & 10 May-07 Jul; and ex Perth 22 Feb-20 Apr and 10 May-07 Jul.

## Malaysia floods

THE Dept of Foreign Affairs and Trade has issued a warning to travellers to Malaysia to be aware of severe rainstorms and flash flooding in parts of the North-South Expressway in peninsular Malaysia.

According to the Smartraveller site, the storms and floods have "resulted in loss of life, closure of roads, and disruption of rail services".

## Alex is going shopping



ABOVE: Alex Israel from Sabre Pacific was the lucky winner of a \$250 gift voucher which he received from TMS Asia-Pacific this week.

Israel won the prize by taking part in the recruitment firm's annual salary survey, which was conducted during Nov and Dec.

He was one of more than 10,000 people who were invited to participate in the survey.

The TMS 2010 Australia Salary Report is due to be released later this month.

## SAS 2 new fares

SCANDINAVIAN Airlines has launched two new airfares as part of its 'Midsommar' campaign, on sale until 31 Mar, for travel between 01 May to 31 Aug.

Prices for the fare ex Australia to over 50 European destinations start from \$1350 in Economy and \$4950 in Business class.

Travel agents can locate the fares in GDSs under TLAUSPCL for economy and ZAUSPCL for business.



## International Sales Coordinator

**Mantra Group**, own and operate a number of unique resort brands including Peppers, Mantra and BreakFree and have over 3400 Team Members in various locations in Australia and New Zealand.

We are looking for a full time **International Sales Coordinator** to join our successful sales team. You will be based in our Sydney Office assisting the Director of International sales and International Sales Managers to generate business via the inbound markets.

### Key responsibilities will include:

- Administer and distribute international rates, allotments and specials then provide clients with relevant updates throughout the year.
- Preparation of vital sales figures and reports.
- General administration duties including answering phone calls, emails, and maintaining databases.
- Assisting in the preparation and follow up of trade shows, famils and other industry events

### To be successful in this role you will require:

- The ability to work in a fast paced sales-driven environment
- An understanding of the Inbound industry
- A high level of initiative and ability to problem solve
- Exceptional organisational and time management skills with high attention to detail
- Strong analytical and administration skills
- Intermediate Microsoft Office Skills

If you have a passion for success and believe that you have the necessary requirements, then please email your resume to

[kate.sorensen@mantragroup.com.au](mailto:kate.sorensen@mantragroup.com.au)

Applications close Friday 11 February.

# Steer Your Career in the Right Direction

Let TMS Lead The Way!



## Hot Jobs (Australia) - January 2011

Sydney – 02 9231 6444 – [nswwjobs@tmsap.com](mailto:nswwjobs@tmsap.com)  
Melbourne – 03 9602 1809 – [vicjobs@tmsap.com](mailto:vicjobs@tmsap.com)  
Brisbane – 07 3221 9916 – [qldjobs@tmsap.com](mailto:qldjobs@tmsap.com)

Adelaide & Perth  
– 02 9231 6444 – [sajobs@tmsap.com](mailto:sajobs@tmsap.com), [wajobs@tmsap.com](mailto:wajobs@tmsap.com)  
Executive Positions – 02 9231 6444 – [sally@tmsap.com](mailto:sally@tmsap.com)

Temp or Contract Executive – **Alex and Sharon**  
– **Sally Frape**

JOB OF THE WEEK!

### TRAVEL MANAGER / GENERAL MANAGER

- Adventure travel / bespoke travel specialist
- Sydney CBD location
- Negotiable salary

Our client, a travel adventure specialist is currently seeking a Travel Manager / General Manager to manage their boutique Sydney CBD travel office. You will primarily be responsible for managing and driving the business and bringing it to further growth and profitability. This will include team management, company marketing, driving sales and managing your own portfolio of adventure travel clients. You will be responsible for strengthening and diversifying the company's core business, developing bespoke tours and corporate travel, liaising with Product Manager and identify and promote high margin products. Our client is looking for a dynamic leader. They are looking for a commercially savvy travel manager, who is looking for a hands on exciting and rare opportunity.

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

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### Business Development Executive - Melbourne

- Do you have experience in a BDE or BDM role in Wholesale travel?
- If so, we would like to hear from you!

Our client is a reputable and successful travel Wholesaler who is currently looking for an experienced Sales Representative. You will be responsible for promotion and education of products and services to travel agencies as well as representing the company during events. The role will see you develop the network of travel agents, conduct seminars, promotional activities and consumer info nights in order to generate sales and market share. You must be willing to travel to regional areas as well as overseas if required. You will have previous experience in a similar role in Wholesale Travel with proven record in driving sales figures and meeting targets. You are pro-active, have sense of responsibility, you are independent and customer friendly. You also have proven problem solving ability and high level of oral and written presentation and communication skills. Generous salary package and overseas travel are on offer for the right candidate.

Contact Stacy Balderston T: **03 96021809** E: [stacy@tmsap.com](mailto:stacy@tmsap.com)

### Support Services Executive - Sydney

- Travel Technology Company
- Make the switch from consulting

Our client, a Global Travel Technology Company is seeking a Support Services Executive. You will be responsible for the resolution of customer application support queries via help desk calls and email. You will provide daily support and assistance to customers in Australia and New Zealand. The objective is to achieve a high level of customer service while finding fault resolutions within established processes and procedures. This is a great opportunity for somebody wanting to work within travel technology. It would suit a travel consultant / wholesale reservations consultant who is looking at entering the world of Travel Technology, or somebody working in a similar role. If you have at least 2 years travel agency / wholesale or experience in using a CRS, and a working knowledge of mid to back office travel accounting packages please contact Stacy at TMS.

Contact Stacy Balderston T: **03 96021809** E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or **apply online now!**

### International Retail Travel Consultant - Perth

- No more face to face consulting
- Solid base + commission + super

This successful and well established online travel company is looking for experienced International travel consultants who can contribute to their growth. To be considered for the role you must have experience in Retail travel, knowledge of a GDS system, ability to work towards sales targets in a busy team environment and extraordinary customer service skills. This role in a fast paced call centre environment will earn you a solid retainer with unlimited earning potential.

Contact Anna Wachowiak T: **02 9231 6444** E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or **apply online now!**

### Team Leader - Retail Travel Company - Canberra CBD

- Career opportunity with a well known travel company
- Retainer + uncapped commission

Our client is a very successful and growing travel company who is currently looking for an experienced Team Leader to manage small team. Requirements include: experience in managing a team, knowledge of Galileo, high level of motivation and excellent communication skills. You will be rewarded with a retainer and generous commission.

Contact Anna Wachowiak T: **02 9231 6444** E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or **apply online now!**

### Support Services Manager - Sydney

- Travel Technology Company
- A leadership and customer service role

The Support Services Manager is responsible for the team that supports all applications, this involves managing the effectiveness and performance of the team as well as the satisfaction of the clients that rely on it. You will work with the Client Services Manager to ensure the efficient operation of the support team. You will also develop and maintain a client communication strategy for all clients, work with Team Leaders to develop processes and procedures to maintain and improve customer service. To be successful in this role you will need strong leadership, organisation, negotiation and troubleshooting skills within the travel / travel technology space.

Contact Stacy Balderston T: **03 96021809** E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or **apply online now!**

### Corporate Travel Consultant – Sydney CBD

- Excellent company benefits
- Salary up to \$55k – depending on experience
- Immediate start

Want to work in Corporate Travel? This renowned travel company requires a Corporate Consultant. Ideally you will have previous consulting experience, along with great customer service skills, an excellent phone manner and email communication skills. You will have professional presentation as well as the ability to work well both individually and in a team environment. The work is of a high volume so candidates must have excellent time management and attention to detail.

Contact Stacy Balderston T: **03 96021809** E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or **apply online now!**



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## THE BEST NEW ROLES AVAILABLE NOW FOR TALENTED EXECUTIVES

### TAKE CENTRE STAGE AS HEAD OF THIS COMPANY

**\*\* HOT NEW ROLE \*\* MANAGING DIRECTOR**

**SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE**

This is an exciting opportunity for an exceptionally talented business leader to take this great Brand forward and drive company growth. We are looking for someone with passion for the travel industry, strong negotiation & relationship skills and the ability to be an energetic & inspirational leader. You will have great communication skills and the ability to inspire your team by setting clear objectives and celebrating success.

### DON'T JUST DREAM BIG PICTURE, CREATE IT

**PROGRAM DIRECTOR**

**MELBOURNE - SALARY PACKAGE NEGOTIABLE DOE**

As an enthusiastic, creative and energetic individual you will have the ability to develop and attain the big picture for your clients with extensive experience working in the incentive & conference logistics arena. You can develop and present innovative ideas to your clients while managing both external & internal relationships and staff leadership. Events Pro + CRS are desirable. This senior role comes with a package to entice.

### BRING THE WOW FACTOR TO ACCOUNT MGMT

**CORPORATE CLIENT RELATIONS MANAGER**

**SYDNEY & MELBOURNE – SALARY PACKAGES TO \$90K**

If you're highly experienced managing a portfolio of prestigious high value corporate accounts and have a perfect track record of client retention & revenue growth these NEW positions will put a spring back in your step. Working with a leading Brand and a dynamic team you'll be assigned a portfolio to develop relationships and drive the business further. If you can bring the Wow factor to this role please talk to us.

### HIGH PROFILE INCENTIVES & EVENTS

**EVENTS ACCOUNT MANAGER X 2**

**SYDNEY – SALARY PACKAGE TO \$90K**

For the experienced Incentive Program Manager these new roles will provide the ultimate challenge in joining high profile organizations working with blue-chip VIP clients. Your experience must include the entire end-to-end process from setting program objectives, design & pitch, through to supplier negotiations, on-site management and financial reconciliations. The ultimate in incentive & corporate events.

### DO YOU VALUE THE STRENGTH IN RELATIONSHIPS

**ACCOUNT MANAGER – TRAVEL INDUSTRY**

**SYDNEY - SALARY PACKAGE TO \$80K**

This team of Account Managers is fast becoming one of the best in the business, all attracted by working with a global Brand with a leading reputation, the prospect of ongoing career progression and an inspirational leadership group. If you have strong industry relationships and good commercial acumen this role will allow you to retain & grow accounts and leverage off your success in to new business opportunities.

### A UNIQUE OPPORTUNITY IN CORPORATE SALES

**CORPORATE SALES MANAGER**

**SYDNEY – SALARY PACKAGE OTE \$110K++**

Work on the cutting edge of corporate travel and join a global company that is expanding. If you can articulate your sales methods and ability to close the sale, and you're motivated by joining a company that will reward & recognize you both personally and for your sales achievements, this position will be a revelation for your career. This is a great team who will reap the rewards from continued growth.

### DRIVE SALES AND YOUR CAREER FURTHER

**SENIOR BUSINESS DEVELOPMENT MANAGER**

**PERTH - SALARY PACKAGE TO \$75k + INCENTIVE**

Love the thrill of the chase? If you are a true hunter who enjoys getting out and closing deals this is the role for you. You will have the ability to build relationships, open doors and drive sales further for this outstanding product linked to the travel industry. This senior role requires skills with new acquisitions and a strong presenter who can operate through self motivation in their own territory.

### DELIVER THE BEST SERVICE IN VICTORIA

**VICTORIA SALES EXECUTIVE - RETAIL MARKET**

**MELBOURNE – SALARY PACKAGE OTE \$70K**

Looking for a great product to promote! This fabulous growing international wholesaler is looking for a highly skilled Sales Executive to drive the sales from Victoria. You will be self motivated and love being out meeting with your agents, creating strong relationships, training agents and gaining new sales. Rewards include regular trips and hosting agent educationals. Asian product knowledge beneficial.

## 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

Carmen Pugh  
OLD & NT

Ph: 07 3229 9600

Kathryn Heberton  
VIC, SA, WA

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)

# Be a Star & Sell the Five Star Airline



Quikfares

Quikticket



***Consolidated Travel will reward you for ticketing any  
QR ex Australia tickets between 17 Jan - 13 Feb 2011***

**\$30 voucher awarded for every Economy Class return ticket  
\$100 voucher awarded for every Business class return ticket**

***\*Conditions:*** Valid for tickets issued by Consolidated Travel or via Quikticket between 15 January - 13 February 2011 on 100% QR itineraries ex Melbourne plated to QR (157) ticket stock on the Consolidated Travel IATA only. Child, Infant, Group Sales, Wholesale, Cancelled or Refunded tickets are not eligible. Consolidated Travel and Qatar Airways reserve the right to alter or withdraw the promotion at any time. Vouchers will be capped & Vouchers will be distributed upon completion of the promotion & claims will only be accepted by COB 20 February 2011.

To receive your vouchers, please complete the details below & fax OR email to the Consolidated Travel Sales Team no later than 20th February 2011.

Agency Name: \_\_\_\_\_ Consultant: \_\_\_\_\_

Ticket Numbers: \_\_\_\_\_

Claim Date: \_\_\_\_\_

**Melbourne**  
Telephone: 03 9251 5044  
Facsimile: 03 9663 2095

**Sydney**  
Telephone: 02 9394 1402  
Facsimile: 02 9247 7907

**Brisbane**  
Telephone: 07 3334 2000  
Facsimile: 07 3221 3771

**Adelaide**  
Telephone: 08 8203 8001  
Facsimile: 08 8231 1220

**Perth**  
Telephone: 08 9442 6000  
Facsimile: 08 9481 0590



The Jetset Travelworld Group is one of Australia's leading integrated travel businesses, providing specialist government and corporate business travel, wholesale products, franchised retail services and ticket distribution services across 8 countries. Below are opportunities for you to join our group!

#### **Trade Marketing Manager**

- **Up to 15 month contract (Maternity Leave Coverage)**
- **Are you looking to advance your skills working with a dynamic marketing team?**

This position, based in Mascot, will focus on the co-ordination of co-op advertising and new trade initiatives, oversee the effective marketing of Trade Loyalty programs, the Qantas Holidays Industry Sales Site and the management of collateral production. Located in the marketing team, this role will effectively manage the Trade Marketing Team to achieve key business objectives.

In this role you will be responsible for:

- managing the execution of a 12 month marketing calendar for the trade channel;
- driving the development of an efficient and centralised content and collateral management system across the business strategy to support the business and marketing objectives;
- driving the evolution of the tools provided to our sales, contact centre teams and the trade to create a market leading and innovative positioning for Qantas Holidays with travel agents; and
- effectively leading and managing the Trade Marketing Team.

To be successful in this role, you will have tertiary or post graduate qualifications in marketing or a related discipline, demonstrated experience working in a marketing team and working with the travel trade, experience in inspiring and leading a high performing team.

#### **Retail Advertising Manager**

- **Up to 24 month contract (Maternity Leave Coverage)**
- **Exciting opportunity to manage a retail marketing team**

Your new position as Retail Advertising Manager in Qantas Holidays will be responsible for managing the joint marketing calendars with the national and state retail chains ensuring they are executed with a high level of customer service whilst maximising opportunities. Located in the marketing team at Mascot, this role will effectively manage the development of strategic retail marketing plans to achieve key business objectives.

In this role you will maintain the development of strategic trade marketing plans with each retail chain to deliver on passenger budgets and, in line with commercial agreements, drive the development of strategic trade marketing plans for all national and state retail chain accounts. In addition, you will manage and develop strong working relationships with national and retail chain account marketing teams and the national sales team.

To be successful in this role, you will have tertiary or post graduate qualifications in marketing or a related discipline, demonstrated experience in constructing strategic marketing plans, proven analytical skills to support insight-led decision making, successful management of marketing budgets and experience in negotiations.

**Apply for these positions through SEEK or email your resume & cover letter (using the title of the vacancy as the subject) to [jtqpeople@jtq.com.au](mailto:jtqpeople@jtq.com.au)**

**Applications close Friday 11 February 2011**