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Travel Daily AU

First with the news

Mon 07 Feb 11

Page 1

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Lindeman open

CLUB Med Lindeman Island has today reopened to full operations following last week's precautionary closure due to Cyclone Yasi.

The resort sustained no damage from the cyclone, and bookings will be taken as normal on 1800 258 263 or clubmed.com.au.

Travel Daily TV was recently on location at the resort, and today we feature an exclusive video highlighting the property's features - to view click on the logo above or see the website at youtube.com/traveldaily.



McEvoy restructures TA

TOURISM Australia md Andrew McEvoy has announced a revamp of the organisation, in order to "align itself to the 2020 Tourism Industry Potential" launched late last year (TD 15 Nov 10).

The changes will see the departure of long-serving exec gm Richard Beere, while TA's head of consumer marketing Nick Baker will also take over responsibility for TA's research.

International Operations, which is currently split into East and West divisions, will be integrated as Marketing Operations, headed up by Frances Anne Keeler.

Business Events will also report through Keeler, while Industry Development will be renamed Destination Development and will report directly to McEvoy.

"The changes will help TA take a very simple approach to creating demand for the Australian tourism product, direct more money into talking to consumers, improving our capability in digital marketing and distribution, and forming stronger partnerships with the States and Territories, airlines,

international distribution and Australian industry," McEvoy said.

As well as Beere, other departures will include trade marketing and industry development head Matthew Cameron-Smith, who's already been named as the new head of Trafalgar Tours (TD 22 Dec 10).

A number of executive vacancies have been created by the restructure, with several General Manager roles to be advertised this week.

Dunk/Bedarra out

HIDEAWAY Resorts, which purchased Queensland's Dunk and Bedarra Island Resorts from Voyages in Sep 09, has cancelled all bookings at both properties until 31 Aug due to the extensive devastation they experienced during Cyclone Yasi (TD Fri).

7 pages of news!

Travel Daily today has seven pages of news and photos, plus full pages from:

- AA Appointments
- Austrian Experts program

Austrian experts

THE Austrian National Tourist Office has launched its new Austria Expert online training program for Aussie travel agents.

There are four modules available covering a range of destinations incl Vienna, Graz, Salzburg, Innsbruck and the Arlberg ski region.

The new program is open to all members of the industry wanting to boost their knowledge, and complements the existing long-running Austrian Certified Travel Specialist Program.

See austria.info/au/aep or p9.

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New Intrepid ceo

INTREPID Travel has a new managing director today, after the resignation of founder Darrell Wade (*TD* breaking news Fri).

Co-founder Geoff Manchester has taken the company's reins, with Wade continuing as an Executive Director "focusing on new growth opportunities outside Intrepid Travel's existing business."

Intrepid said the new structure had been driven by recent growth with revenue soaring from \$28m to \$130m since 2000 and planning for "similar growth levels in the decade ahead".

Expedia push for traffic

ONLINE travel giant Expedia has signed a major deal with global IT firm Experian Hitwise to deliver more internet traffic to the Expedia websites in Australia and New Zealand.

The agreement covers the provision of Search Engine Optimisation (SEO) services, and will see Experian use its expertise "to drive higher organic search engine rankings" for Expedia.

Experian will provide Expedia Australia with systems allowing it to monitor the search engine rankings, market share and traffic of "hundreds of target keywords on a daily basis," allowing the travel firm to track the most effective areas for it to invest its marketing spend.

The significant deal will see a team of 10 "dedicated Experian **More Nile deferrals**

UNIWORLD River Cruises has extended the suspension of its Egypt departures through until the end of Mar, as the crisis in Egypt continues.

Uniworld is also allowing clients with Egypt bookings in Apr and May to delay their trip or switch to another 2011 Uniworld cruise without penalty.

Abercrombie & Kent has also cancelled all of its Egypt tours until the end of Mar.

SEO analysts" working on the Expedia account, also providing competitor ranking analysis.

Expedia Asia Pacific SEO manager, Jeremy Reitman, said he was "confident that we can continue to assist the global operations in increasing website traffic and further strengthening our position as the world's largest online travel company".

The expansion of Expedia's online activities in Australasia follows its recent move to take out an Australian travel agent's licence and join the Travel Compensation Fund (*TD* 19 Jan).

NTIA nominations

THIS morning nominations have officially opened for the 2011 National Travel Industry Awards (*TD* Fri) which are once again set to be keenly contested by agents and suppliers across the industry. Nominations will be accepted until 5pm AEDST on Mon 28 Feb.

The winners of the prestigious awards will be named at the NTIA dinner at the Sydney Westin Hotel on Sat 09 Jul - click on the links below to access nomination forms.

[Click here for NTIA supplier categories](#)

[Click here for NTIA agency categories](#)

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Window Seat

DFAT will probably have to shortly update its Smartraveller advice for the African country of Malawi, where parliament is considering legislation which would make farting in public an illegal act.

The bill has been introduced by Justice Minister George Chabonda, who said that standards had fallen since the introduction of democracy in Malawi about 16 years ago.

Public flatulence "was not there during the time of dictatorship because people were afraid of the consequences," he said in an interview.

The prospective law states that "any person who voluntarily vitiates the atmosphere in any place so as to make it noxious to the health of persons...shall be guilty of a misdemeanour".

ANOTHER geographically confused news report on US cable network CNN looks to have overestimated the strength of last week's Cyclone Yasi.

A map broadcast to indicate where the big blow was expected (pictured below) accurately identifies Cairns, Innisfail and Brisbane - but appears to show Queensland itself having relocated further south - all the way to Tasmania.



MONSTER STORM SLAMS AU
Being compared to Hurricane Katrina
Cyclone Yasi - must have been a big wind to blow Qld all that way.

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Scenic Egypt rescue completed

AUSTRALIAN tour operator Scenic Tours has suspended all tour departures to Egypt, prior to 05 Mar 2011, as a result of violent demonstrations in the country.

Scenic confirmed to *Travel Daily* that it had evacuated safely all its guests travelling on tours in Egypt, in the wake of the civil unrest that struck Cairo and other parts of Egypt late last month.

Scenic told *TD* that three Egypt groups, with a total of 82 passengers, were affected, one group was delayed at Cairo airport, and commercial flights were arranged successfully for all guests to depart last Mon.

The company also went to the measure of arranging a charter jet to be on hand should any of the group not have been able to board one of the commercial flights.

As a result of the deteriorating situation in Cairo, another group was evacuated by a Royal Jordanian jet charter, between Aswan and Amman.

Total costs for the evacuation, including the charter of the

aircraft, will be in excess of US\$50,000, Scenic indicated.

In regards to future Egypt itineraries, Scenic Tours said: "We are monitoring developments closely and should further cancellations be required a full refund or transfer without penalty on all land arrangements will be offered."

In-flight mobiles for Air New Zealand

AIR New Zealand will allow NZ domestic passengers to use mobile phones during flights, with an A320 to be fitted with the technology in the next month.

The move is in partnership with Vodafone and OnAir, utilising a base station on the plane which links to Inmarsat satellites.

The system will cost NZ\$0.80 for outbound text messages, NZ\$3.50 per minute for outgoing phone calls, NZ\$2 per minute for received calls and NZ\$20 per megabyte of data.

It will be installed on NZ's new All Black A320 which debuts today.

Seabourn sales up

SEABOURN ceo and president, Pamela Conover has revealed that the number of Australian bookings for the cruise line has tripled in the past year alone.

Conover made the comments this weekend in Sydney as the 32,000-tonne ultra-luxury vessel, *Seabourn Sojourn* made her very first voyage into Sydney Harbour on Sat as part of the vessel's 111-day inaugural world voyage.

"Like travellers around the world, Australians love to explore exotic destinations, and also relax and pamper themselves, which is why our cruises have become so popular," Conover said.

Sojourn's Australian expedition will include visits to Melbourne, Adelaide and Fremantle where it will stop on 08 Feb, 10 Feb and 14 Feb, respectively.

PATA awards TA

TOURISM Australia's 'There's nothing like Australia' campaign has won two categories at the PATA Gold Awards, taking out the top 'Grand' award in the overall marketing category and the 'Gold' award for its interactive website.

TT launch BNE/SYD

TIGER Airways will today begin a thrice daily service between Brisbane and Sydney.

The route will commence ahead of new regular operations between Brisbane and Melbourne Avalon and its newest route from Sydney to the Sunshine Coast, which begins on 27 Mar.

DJ to Airlie Beach

FANTASEA Adventure Cruising has today confirmed it has launched a codeshare agreement with Virgin Blue for passengers flying from Sydney or Brisbane to Hamilton Island Airport Jetty to Airlie Beach (*TD* 07 Jan).

The service aboard the *Fantasea Express* has been timed to coincide with DJ's schedule.

NT Muster kick off

NORTHERN Territory Tourism is today launching its week-long trade roadshow featuring 40 NT tourism operators on the Gold Coast, before heading to Sydney, Canberra and Melbourne.

The Geelong event, which was planned for Fri 11 Feb, has been ditched.

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*Airfares are inclusive of taxes and surcharges correct at 21st December 2010. Offer ends 7th March 2011 for Economy Class for travel between 1st April and 30th November 2011. Prices listed are for Perth departures, other states also on sale. Seats subject to availability. Flight restrictions apply. Amendments and cancellation fees apply. Prices quoted are for the low season. [^]Emirates' new service to Geneva starts flying from Dubai from 1 June, 2011. For more information contact your Emirates Sales Team or Emirates Customer Service Centre on 1300 880 599.

Beirman slams agent 'no shows'

EASTERN Mediterranean Tourism Association has dropped industry product training evenings in Perth, Adelaide the Gold Coast, and Parramatta as a result of travel agents 'no showing' to its free events in 2010.

EMTA secretary general David Beirman said an "unacceptably larger number" of consultants had failed to turn up for similar events in the past year, so "two can play at that game."

"Why would our members pay for and cater generously for 80 registered travel agents when only 40 bother to attend, as happened in a few places last year," he said.

Beirman said the 2011 agent training nights will be limited to Melbourne, Sydney, the Sunshine Coast and Brisbane "at least", but other cities could be reinstated in the future.

EMTA held a series of consumer shows at the end of 2010, and financial constraints led the organisation to assess where it was gaining the greatest support.

"This year we have focussed on cities where agents behave like professionals," he said.

The product training evenings will feature updates on destinations including Italy, Croatia and the Balkan States, Greece, Turkey, Cyprus, Syria, Lebanon, Israel and Palestinian territories, Jordan and Libya.

It also marks the "global re-launch" of Egypt's tourism recovery campaign by the Egyptian Tourism Authority following violent civil protests in the country recently.

Bunnik Tours md Dennis Bunnik will also provide attendees with an update on his own recent trip to Egypt (TD 31 Jan).

The shows will run on 01 Mar in Melbourne; 02 Mar in Sydney; 07 Mar on the Sunshine Coast and 08 Mar in Brisbane - to register go to www.emta.org.au.

Other organisations at the event include Insight Vacations, Royal Jordanian Airlines, The Globus Family, Chat Tours and lots more.

EK Khartoum dip

EMIRATES will reduce flight frequencies between Dubai and Sudanese capital Khartoum to three per week from the current daily operation.

The move to reduce capacity is effective 02 Mar.

Daydream bowls AOT over



ABOVE: Daydream Island recently hosted a STARS evening for AOT Holidays staff at Brisbane's Strike Bowling Bar.

The team - including a couple of ladies who look extremely (and unexpectedly) pregnant at left - is pictured with Daydream's director of sales Suzy Bohan, front right.

Busselton boost

WA premier Colin Barnett has officially opened the refurbished Busselton Jetty, which has been closed to the public since May 2009 for a \$27m refurbishment.

The jetty is visited by over 400,000 people each year, making it Western Australia's fourth most visited site after Kings Park, Rottnest Island and the Leeuwin Naturaliste National Park.

The 1.8km Busselton Jetty is the longest timber-piled jetty in the southern hemisphere.

Evergreen upgrade

EVERGREEN Tours is offering flights to Europe from \$1495 return and a free upgrade to Business Class between Asia and Europe when booking Amadeus Suites on select river cruise sailings in Jul and Aug.

The top deck deluxe Suites are 46% larger than a standard room and are priced from \$8390ppts for the cruise plus flights.

Info at evergreentours.com.



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- Res/Ticketing and previous airline experience is preferable

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Heading for Harrods?



LONDON hoteliers David and Lynne Levin are currently making their annual pilgrimage down under, visiting Aussie agents to promote their properties, The Capital and The Levin.

David Levin, who's pictured above at a function on Fri with Simone King of Goldman Travel, told *TD* that 2011 marks the group's 40th year, with Australians continuing to be a key part of the hotels' clientele.

Both properties are ideally located in Knightsbridge, London, just around the corner from shopping mecca Harrods as well as nearby Harvey Nichols.

Special packages for Australian clients are on offer for 2011, with three nights at the Levin costing \$999 incl breakfasts, a hotel dining experience and return Heathrow transfers.

A similar deal at the Capital costs \$1199, and the hotels also

make it easy for Australians to claim back the 20% VAT on their stay via a simple form completed on check-in.

The Levins also own an organic vineyard in France, with wines available in a range of top-notch Aussie restaurants including EST,



Doyle's and Tetsuya's in Sydney - and the 2007 Sauvignon Blanc featured in the latest edition of *Gourmet Traveller Wine*.

Pictured above at the lunch are Mark Haynes of VisitBritain with Mary Gava, Concierge Traveller.



ABOVE: Lynne Levin with Adrian Miller of Aerius Travel Group; and Kim Roache, Small Luxury Hotels.

RIGHT: Jonica Paramor from the Unique Tourism Collection, which now represents The Capital and The Levin (rear) with, from left: Alan Waite, British Airways; Trish Lloyd from Discovery Travel Centre; and Marylou Ross, Travelforce.



EY alliance chief

ETIHAD has today announced the appointment of Robin Middleton to the newly created role of Manager Alliances, to oversee EY's newly cemented relationship with Virgin Blue.

Middleton, who is a former Australian country manager for Gulf Air (*TD* 13 Feb 07), moves from his most recent role as regional general manager for Etihad in the Americas.

He'll be based in Brisbane from today, with EY ceo James Hogan saying the move "underscores the commitment we have to our partnership with Virgin Blue and our expectations to expand it further.

"The experience and expertise that Robin has gained around the world and his proven track record working with alliances in the USA will be of great value to Etihad and Virgin Blue," Hogan added.

When V Australia launches its new non-stop flights to Abu Dhabi three weeks from today the carriers will operate a total of 27 weekly AUH flights from Australia.

Gap guarantee

GAP Adventures is guaranteeing that travellers on its Arctic adventures will see a polar bear.

The company said the unique '100% Bear-antee' means that "in the unlikely event that Gap Adventures' team is unable to locate a polar bear," every passenger on board will receive a full credit to put towards a future *M/S Expedition* cruise.

Gap is currently offering a 25% Arctic early booking bonus on trips in May, Jun and Jul 2011.

PNG air rescue fleet

AIRSERVICES Australia will provide Papua New Guinea with 11 aviation rescue and fire fighting vehicles as part of a program to improve aviation safety in the Asia-Pacific region.

Regional Sales Manager - WA



STA Travel is a global brand that specializes in youth & adventure travel experiences and our staff embodies this attitude in every way.

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To be considered for this role, you have:

- Proven results in a comparable role within the Retail Travel industry;
- The ability to work collaboratively with a team to drive revenue growth with new and existing customers;
- The ability to build relationships with key internal stakeholders & external partners;
- Strong leadership skills. You must be an inspirational leader and your leadership style should reflect the frenetic nature of the travel industry – vibrant, solutions based problem solver & a strong communicator.

If you meet all the criteria above, we would love to hear from you. We appreciate all applications and should you be successful we will be in touch to arrange an interview.

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Applicants must be Australian Citizens, Permanent Residents, or hold a visa with unrestricted work rights for employment in Australia.

LCCs chip away at full cost airlines

LOW cost carriers continued to chisel away at the market share of full service airlines on Australian int'l flights, with govt statistics showing LCCs gained a 5% slice of the market in Oct, compared to the same time 12 months earlier.

According to figures from the Department of Infrastructure released on Fri afternoon, budget carriers accounted for an 18.8% cut of all services.

The increased Nov figure, is however, about 1 percentage point less than the month prior, which stands at a 19.5% share.

In Nov, among the major airlines Qantas suffered a 10.5% year-on-year drop in international traffic, down to 19.1%, while at the same time Qantas Group's LCC, Jetstar, bumped up its share of int'l pax by over 6% to have an 8.1% slice of the market.

AirAsia X raised its passenger count by over 25%, but the figure remains relatively low, at just 2.8% of the market.

Other LCCs operating Australian int'l services include JetStar Asia, Pacific Blue (which was up 0.3 percentage points to 6.2%), Polynesian Blue and Tiger Airways.

Singapore Airlines pax numbers were down 0.8 percentage points

Coco prize winner

COCO Palm Resorts has named Marcia Pollington from the AOT Group as Fri's winner of a double movie pass valid at Event Cinemas as part of last week's mini-comp which featured exclusively in *TD*.

to 9.3%, Air New Zealand fell 0.6 percentage points to 8.1%, Cathay Pacific was down 0.3 percentage points to 5.6%, Malaysia Airlines saw a 0.1 percentage point decrease to 3.7% and Thai Airways International was down 0.4 percentage points to 3.4%.

Emirates, however, bucked the trend, raising its share over the year, from a 7.6% to 8.1% stake.

International scheduled pax traffic rose 6% in the month, up to 2.199 million, total seat capacity rose by around the same margin, and seat utilisation was 75.7%.

Indonesia saw the highest rise in passenger uplift among Australia's top 10 markets for the year ended Nov, leaping a massive 37.9% (or 447,000 people) to 1.626 million.

China and Malaysia int'l pax movements also soared over the 12 month period, up by about 30% to 859,860 and 1,771,159 people respectively.

Gold Coast Airport recorded the largest percentage increase in pax movements among domestic airports for the 12 months to Nov, up 26.3% to 776,319.

Not suprisingly, Sydney Airport was the busiest airport, with its 11.4 million movements close to double that of Melbourne Airport.

Occupancy referrals

OCCUPANCY.COM has launched an accom Affiliate Program, offering referral commission to partners who recommend bookings through its websites, TakeABreak.com.au and rentahome.com.au.

Affiliate partners can join for free and those who subscribe to the automated program can earn up to \$2 for each visitor inquiry, \$8 for each direct reservations & \$5 for signing up to be a partner.

Partners can also earn up to 30% of the net commission, which will be paid monthly, for each confirmed booking.

BA bump up fuel

BRITISH Airways has raised its fuel surcharge in the United Kingdom on long-haul flights by £12 to £17 per sector, depending on the class of travel.

Iririki stay pay deal

VANUATU's Iririki Island Resort and Spa is offering a Stay seven, Pay four deal including brekkie and transfers on sale until 15 Mar and travel until 30 Sep.

Fernandes honour

AIRASIA Group ceo Tony Fernandes has been awarded the Commander of the Order of the British Empire for "services to promote commercial and educational links" between the UK and Malaysia.

bmi suspends GLA

BRITISH airline bmi will suspend its seven daily flights between London Heathrow and Glasgow airports due to a rise in BAA's domestic passenger charges, effective 27 Mar.

The carrier said the increase along with the additional regulator fee means passengers would be paying an additional £9 to £22 (AU\$35) for each flight.

Hayton's new site

HAYTON Travel College in Sydney has launched a new website offering industry modules for Galileo, Sabre, Abacus and Amadeus focusing on airline reservations, fare quotes, hotel and car rental reservations.

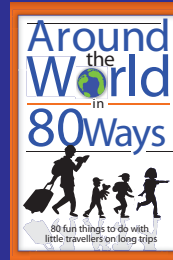
See www.hayton.com.au

Amadeus vs Astana

AMADEUS last week lost its fight against Air Astana after a Spanish civil court ruled that the carrier did not breach its contract and the IT provider was required to reinstate its services to the airline after it was terminated on 21 Jan.

The court's decision will see Air Astana flights able to be booked and ticketed worldwide through Amadeus.

WIN A KIDS TRAVEL BOOK



Travel Daily has teamed up with **Itchee Feet** this week and is giving five lucky readers the chance to win a copy

of the book *Around the World in 80 Ways*.

Around the World in 80 Ways contains 80 fun and inspiring activities to keep children entertained during long trips. These are not run-of-the-mill travel games. Each activity is designed to nurture little travellers and encourage your child to think about the world around them.

For your chance to win this fantastic kids book today, simply be the first person to send through the correct answer to the daily question below:

Who wrote Around the World in 80 Ways?

Email your answer to: kidsbook@traveldaily.com.au
Hint! Visit www.itcheefeet.com



Dynamiq deal

AUSTRALIAN emergency management specialists Dynamiq has today announced a new strategic alliance with French firm Europ Assistance International Health Solutions (EA IHS), which will see the companies work together to provide medical and travel assistance as well as security and emergency management staffing solutions for corporate clients across the globe.

For more information see www.dynamiqglobal.com.

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Brochures of the Week

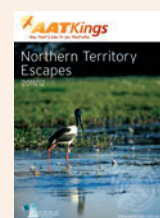
WELCOME to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Travel 2 - Top 11 in 2011
The top 11 deals are being offered today to Australia's most popular international holiday destinations. The deal incl free nights, exclusive bonus offers and value for money holiday deals. Top destinations incl Bali, Thailand, Malaysia, Singapore, Fiji, Vanuatu, Norfolk Island, Cook Islands, Hawaii, Disneyland, Las Vegas and the UK.



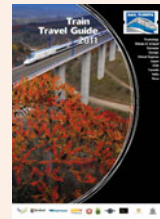
APT - Christmas Cruise and Tours 2011
APT has listed 42 departures in Europe across 10 Christmas season cruises a first for the 'Magnificent Europe' river cruises. Departures range from 22 Nov to 30 Dec with itineraries varying from 10 to 21 days in length. A fly-free to Europe offer is available for these cruises when booked by 30 Apr. For more information visit www.aptgrouppravel.com.



AAT Kings - Northern Territory Escapes 2011/12
This new brochure offers a range of tours including day trips, flexi itineraries and Explorer tours that range in length from a whole day to up to 8-days. Changes to itineraries have been made for the new year with select Red Centre Flexi-trips rearranged to meet Virgin Blue flights to Ayers Rock. Also new is the Uluru Sunset and BBQ Dinner Day tour.



Classic International Cruisies - Far East 2012
Onboard the cruise liner *Funchal* the Far East cruise brochure for Australians have itineraries departing from Singapore and Hong Kong beginning in 2012. Cruises range in length from nine day to 33 nights and runs from Jan to Apr. Extended three day stays in ports such as Ho Chi Minh City and Phuket are also offered on select itineraries.

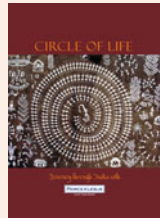
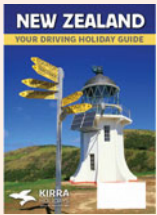


Rail Tickets - Train Travel Guide 2011
This 40-page brochure offers familiar product such as the Eurostar, Eurail, BritRail, Orient Express, Rocky Mountaineer, Japan Rail, Via Rail and Amtrak as well as new product including Rail Protection Plan, Allegro (Finland-Russia), Spanish Scenic Journey, Jungfrau VIP Pass and more. Brochures are available through TIFS.



Kirra Holidays - New Zealand Ski & Snowboarding
This 36-page booklet is packed full of winter holiday packages and specials to the major ski areas in New Zealand for the 2011 season. It features hotels, apartments and self catering motel units and much more.

Kirra Holidays - NZ Your Driving Holiday Guide
This dedicated self drive 16-page brochure has itineraries ranging from four to 14 days in length. To order a brochure, contact TIFS.



Peirce & Leslie Circle of Life - Journey through India
Boutique Indian travel operator Peirce & Leslie has released its new program, featuring six speciality tours including the 12-day A Royal Romance which visits Delhi, Agra & Rajasthan, the 11-day Eastern Rapture to Assam, Orissa, Hyderabad & Kolkata and the 14-day 'Southern Harmony' through Tamil, Nadu & Kerala. See www.peirceandleslie.com for info.

Rocky call to action

ROCKY Mountaineer has switched its weekend newspaper advertising call to action from its Canadian call centre (TD 20 Sep) to that of Momento Travel Services in Sydney.

Momento is the local General Sales Agent for the train company.

QF Open Mic comp

QANTAS is giving travel agents the chance to play along with the YouTube Symphony Orchestra 2011 in Sydney on 19 Mar in an 'Open Mic' competition.

For full details on the promo go to the Qantas Industry website.

Online jet bookings

US corporate jet provider JetUS has announced a new partnership with Sabre Travel Network's GetThere, which will enable private jet reservations to be made online.

The system will give travel managers direct access to a large database of 'empty-leg' flights.

Hound back to TNQ

GREYHOUND Australia recommenced services on routes between Brisbane & Tropical North Queensland's Airlie Beach and Townsville on Fri as flood waters began to subside.

Compass contact

COMPASS Cars has a new email address and telephone number for clients wanting to speak with an expert in European Leasing.

Phone 1300 884 324 or email leasing@compasscarrental.com.au.

SkiJapan half off

SKIJAPAN is offering 50% off accommodation for stays during Mar, at select Niseko Apartments. See SkiJapan.com for details.

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 have introduced an outdoor movie theatre on the beachfront lawns on Friday evenings. Guests can enjoy a complimentary movie and popcorn from the comfort of their beanbag as they take in the stunning ambience of the resort.

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

Q.2: What beach would you be overlooking whilst enjoying an outdoor James Bond movie from the comfort of your bean bag at Anantara Phuket Villas?





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.

MAKE THE SWITCH & JOIN AA EXECUTIVE RECRUITMENT ACCOUNT MANAGER SYDNEY – SALARY PACKAGE OTE \$80K+

The Travel industry is booming! To effectively service the executive needs of both our clients and candidates, we are expanding our national executive department. Based at head office, this role will involve client relationship management, selection and business development. Ideally suited to an industry BDM who is looking to get off the road or a travel manager looking for a new direction in their career.

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.

CREATE THE BIG PICTURE FROM THE TOP PROGRAM DIRECTOR MELB - SALARY PACKAGE BASED ON EXP

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 incentive & conference logistics area. You will need to be able to develop and present ideas to your clients while managing relationships with your client and within your team. Events Pro and CRS exp highly valued. This senior role comes with a pkg to entice.

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.

BROADED YOUR RETAIL TRAVEL CAREER REGIONAL SALES MANAGER PERTH - SALARY PACKAGE OTE \$70k - \$80k

This Senior Regional Manager position will see you running their WA travel agency network. You will be a strong and confident communicator with the ability to show outstanding results in delivering increased sales throughout your retail travel career. With effective interpersonal skills your role will entail guiding and training store managers to build better teams in turn increasing profits. Retail Management exp req'd

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

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com



„Sphere“ is a thought-provoking contemporary work of art. Creating a post-modern perspective in Salzburg, a world cultural heritage site. A mysterious figure stands on a golden sphere, at eye level with the historic old town, challenging the onlooker to take a view from a fresh perspective. Learn more about new and exciting developments in Austria that keep experienced travellers coming back again and again.

Find information about holidays in Austria at www.austria.info/au or call (02) 9299 3621.

AUSTRIA EXPERT PROGRAM – JUST LAUNCHED!

We are pleased to introduce the new online tool of the Austrian National Tourist Office - the **AUSTRIA EXPERT PROGRAM** – specifically created and designed for travel agents down under.

Gain inside knowledge of Austrian cities, provinces, culture, their love of traditions and thirst for the new. Find out why Vienna, Salzburg, Innsbruck, Graz and the Arlberg are Australia's favourite destinations in the heart of Europe.

Simply go on our website www.austria.info/au/aep and follow the easy steps from Module 1 to Module 4! You can log-in and out as you please! Bookmark the page and use it as your quick reference guide to Austria!

Enjoy exploring Austria while gaining expert status!

For questions or feedback please contact our office:

Austrian National Tourist Office

Ph: (02) 9299 3621

info@antosyd.org.au

