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Travel Daily AU
 First with the news
 Wed 09 Feb 11 Page 1
 EDITORS: Bruce Piper and Guy Dundas
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Win Buble tickets
 THIS week TD in conjunction with THAI Airways International is giving a lucky reader the opportunity to win a double pass to attend next week's concert by crooner Michael Buble in Sydney. THAI will host the winner and a friend in a private suite on Thu 17 Feb, with two tickets up for grabs for the best answer to the question: *Which THAI destination would you like to take Michael Buble to, and why?*
 Send your answer in about 25 words by Fri afternoon to bublecomp@traveldaily.com.au.

Kenya slams DFAT advice

THE Australian Department of Foreign Affairs has been blasted by a group of Kenyan tourism representatives for labelling the East African country as an "unsafe" destination.
 Kenyan Tourist Board's director of marketing Jennifer Opondo told *Travel Daily* yesterday that Kenya's High Commission is in the process of lobbying the Australian government to overturn its travel advisory for the nation, saying the current 'High degree of caution' status is misleading to travellers.
 "Big efforts are being made to change that advice," Opondo said.
 "Kenya is generally a safe place to travel, and yes, caution exists, but it's the same level of caution travellers require in any other part of the world," she added.
 Rajay Thethy of Safari Trails, a tour company which has its HQ in Nairobi, said terrorism isn't localised to Kenya but because it shares a border with Somalia (a known haven for terrorists and a country which has a 'Do not travel' advisory by DFAT), there's the misconception that Kenya itself is an unsafe destination.
 Kenya tourist arrivals continue to soar year on year, especially from the USA, he said, despite its govt urging citizens to 'evaluate their personal security situation'

due to threats of terrorism and violent crime.
 Last month, DFAT warned of further terrorism activity in Kenya when a bomb was detonated at a Nairobi bus station in Dec, however Thethy told TD the blast was on the outskirts of the city, where tourists were very unlikely to visit.
 Thethy added that it's ironic that Australian diplomats, who provide the intel to DFAT about the level of safety required when travelling in Kenya, are themselves often spotted out in the bars partying until 4am.
 Popsy D'souza-Getonga of Naked Wilderness Afrika, a tour operator that's been based in Kenya for the past 25 years, said Smartraveller's advisories were "malicious" and "totally unacceptable".
 The Kenyan representatives are in Australia this week as part of a whirlwind sales mission to meet with travel partners - see page three for further details.

Viva! Pacific and NZ

VIVA! Holidays has launched its new 68-page 2011-12 Pacific and New Zealand brochure, featuring NZ, the Cook Islands, Fiji, Samoa, Tahiti, Tonga and Vanuatu.
 See page ten for more info.

Exclusively London

RADISSON Edwardian Hotels is offering "Exclusively London" rates for Aussie travellers from just £149 per room including priority early check-in, full English breakfast, free wi-fi and guaranteed late checkout.
 Details on page nine.

viva! holidays

Thailand New Year Sale Is On Now!
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Today's Travel Daily

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- AA Appointments jobs
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- Viva! Holidays Pacific/NZ
- Inplace Recruitment jobs

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The Singapore skyline has transformed significantly. For a chance to enjoy your very own Singapore experience and get to know the new Singapore, sell Singapore Stopover Holidays between 01 February and 28 March 2011. They're available from AU\$40 (for stays to 31Mar11) in conjunction with a Singapore Airlines airfare for travel beyond Singapore. If you are one of the top 10 selling agents Australia-wide at the end of the promotion, you will win a place on a special YourSingapore Famil (to be held in late May). This amazing famil opportunity includes return economy airfares to Singapore, 3 nights accommodation at Shangri-La's Rasa Sentosa Resort and 1 night accommodation at the Shangri-La Hotel, all sightseeing and most meals (all relevant airport taxes and government levies are the responsibility of the prize winners). For more information, terms and conditions contact your local sales representative.





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Travel Daily AU

First with the news

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Page 2

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E-mail: info@traveldaily.com.au Ph: 1300 799 220

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Busy SA minister

A STATE cabinet reshuffle in South Australia yesterday will make John Rau a very busy boy.

As well as being appointed as SA Deputy Premier and also Attorney General, he will have responsibility for the state's tourism ministry - along with Justice, Urban Development, Planning, Food Marketing, and the City of Adelaide.

Rau's newly created Food Marketing portfolio will tie in with tourism, aiming to capitalise on SA's "regional food excellence and clean green image".

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Webjet 'budget breakers'

WEBJET has this week adjusted its TV marketing to emphasise so-called Budget Breaker deals, with Australians likely to "remain acutely bargain sensitive," according to md David Clarke.

The company this morning announced a \$5.3m after tax profit for the six months to 31 Jun (*TD* breaking news) - up just 2% from the \$5.2m figure last year despite a 15% lift in total transaction volume to \$285m.

Clarke said the last six months had seen "very significant strategic initiatives" including the conversion of Webjet's local

operations to "merchant of record," the outsourcing of service centre operations and the establishment of offices in Hong Kong and Singapore.

The recently sealed deal with HotelClub (*TD* 18 Jan) will see Webjet launch a new Australian accommodation offering next month, with "no ongoing operating costs" apart from marketing expenses.

Clarke said that the slide in Australian consumer confidence has not been reflected in the company's figures in New Zealand and the USA, where growth "appears strong".

He said that Webjet had seen a strong Jan performance, with net profit up 30%, but declined to provide detailed guidance because of uncertainty in the local economy following the flood and cyclone disasters as well as pressure on household budgets.

Rail Plus lifts comm

RAIL Plus this morning announced it will increase its base commission level to 10% for Australian travel agents making bookings on the four Great Southern Rail journeys.

It's a significant increase from the previous 7% commission level, and will apply to all new bookings made after 01 Feb on board the Ghan, the Indian Pacific, the Overland and the Southern Spirit.

National sales & marketing mgr Greg McCallum said the move reflected the growing importance of domestic rail journeys for the rail specialist, which last year saw Great Southern Rail pax numbers up by 10%.

Silversea soars

SILVERSEA Cruises is responding to a "huge growth in sales" in the Asia-Pacific region by expanding its Sydney team.

Today the cruise line is advertising for an Air/Sea Consultant; an Inside Sales & Guest Relations coordinator; and a Mandarin speaking consultant for the Asian markets - see p6.

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QF Canberra sale

QANTAS yesterday launched a Canberra domestic fare sale for departures 22 Feb-13 Apr and 04 May-30 Jun, with fares leading in at \$79 one way ex Sydney on sale until midnight tomorrow.

Blumenthal at MO

MEGASTAR celebrity chef Heston Blumenthal has opened his first London restaurant, at the new Mandarin Oriental Hyde Park. Blumenthal, whose most famous eatery is the three Michelin starred *The Fat Duck* at Bray, Berkshire, is renowned for his unique style of "culinary alchemy".

See www.mandarinoriental.com.

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Buff bikers in Syd

A NEW bicycle tour operator in Sydney's Rocks precinct is proving popular with visitors arriving via ship during the city's current busy cruise season.

BIKEBUFFS Sydney Bicycle Tours, which is 100% Australian owned, offers escorted day and twilight tours promising to highlight 'Sydney Secrets', as well as bike hire and special departures for corporate or incentive groups.

See www.bikebuffs.com.au or call 02 9252 7999.

Cameroon carrier

A NEW airline based in the west African country of Cameroon is set to begin flights next month.

Government-backed Camair will launch with more than 400 staff, operating a fleet of four aircraft including 737s and a 767.

Planned destinations from its hub in Douala include Paris, France as well as Abidjan, Bangui, Dakar, Brazzaville, Cotonou, Garoua, Lagos, Libreville, Maroua and Yaounde.

In a previous incarnation, Camair was Cameroon's loss-making national carrier but ceased flights in 2008 after an aborted rescue deal with Star Alliance member Brussels Airlines.

Kenya's Olympic Vision



ABOVE: A delegation of Kenyan tour operators and hoteliers are this week visiting Sydney and Melbourne to meet with trade partners in a week long Sales Mission (page1) in a bid to boost the profile of the destination.

Speaking at an event in Sydney yesterday, Kenya Tourist Board's marketing manager Jennifer Opondo said the African nation has begun "polishing up" its tourism profile as part of the 'Kenya Vision 2030' project.

Tourism is one of the six pillars which makes up the economic development plan, with one of its ultimate goals to be the host for the 2028 Olympic Games.

The plan includes improvements to infrastructure, including better highways and roads to and within national parks, a number of new hotel developments, and enhancements at Kenya's three main airports - Nairobi, Kisumu and Mombasa.

There's also a plan for a cruise passenger terminal to further boost tourist visitor numbers.

A new tourism bill "to further regulate the tourism industry in order to operate more smoothly" is also about to be adopted, Opondo said.

Australian visitor numbers to Kenya for 2010 are expected to be around the 17,000 mark (based on air/sea arrivals, not including border crossings), which is about 1.5% of the total inbound figure.

KTB's regional marketing mgr Fatma A. Bashir said an 'exit survey' of visitors leaving Kenya showed that 72% of Australians were 'very likely to return' and 11% said they 'must visit again'.

According to Synovate research the key driver for Kenya's tourism

perception is natural beauty, which scored 8.6 out of 10 and then security (8.4), but the concern for safety dropped 8%, to 7.7, after a tourist had travelled.

"Perception of security became less of a concern after travel,"

Bashir told *Travel Daily*.

Pictured are the 15 delegates and KTB's local reps, Aviareps.

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Attn: Melanie at hr@airlinemarketing.com.au by 9 Feb 2011

Qantas boosts Tasman capacity

QANTAS has announced a number of supplementary flights to New Zealand to meet demand for the 2011 Rugby World Cup.

Six extra services will operate between 06 Sep and 24 Oct, and some 737-800 services ex Sydney will be upgraded to A330-200s.

The announcement came as QF welcomed a new 737-800 to its fleet, which will be dedicated to trans-Tasman operations.

The aircraft are configured with 12 business and 156 economy class seats and new generation on-demand inflight entertainment, with seat-to-seat messaging and USB ports in both classes.

The latest 737-800 will operate

on flights to the NZ capital Wellington, which QF regional gm Grant Lilly said was "an important market for Qantas for both business and leisure travellers."

Qantas will receive a further two new 737-800s in the next few weeks, with the fleet set to operate Auckland-Sydney, Auckland-Melbourne, Wellington-Sydney and Wellington-Melbourne, as well as Sydney-Christchurch from next month.

Uniworld cheapens European flights

UNIWORLD Boutique River Cruises in partnership with Singapore Airlines are offering return flights to Europe priced from just \$369.

The airfare deal is valid for bookings by 28 Feb when purchased with Uniworld's 13 day Paris and European River Romance with Prague extension from \$5156 plus \$369.

Air deals are also available on the 15 day European Jewels starting at \$5441 and \$454 for the flight; and 13 day Paris and European River Romance with London extension priced from \$5406 and \$659 for the airfare.

Flights available ex SYD, MEL, BNE, ADL and PER - details at www.uniworldcruises.com.au.

Norfolk roadshows

NORFOLK Island Tourism and Norfolk Air are hosting road shows around the country beginning the end of Feb.

The Discover the World of Norfolk events will be held in Brisbane on 28 Feb, followed by Newcastle 01 Mar; Sydney 02 Mar; and Melbourne 03 Mar.

To attend, email for a booking form by 11 February to info@uniquetourism.com.

Concur 7 languages

TRAVEL and Expense Management company, Concur has unveiled its next generation mobile application, now available in seven languages for Android, iPhone, iPad and Blackberry.

Topdeck extends

TOPDECK is offering a 7.5% discount on Europe trips departing in Apr or May 2011, when paid in full before the end of the month.

A 5% Feb discount is also available for Jun-Dec departures.

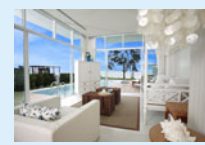


Accommodation Updates

WELCOME to *Accommodation Updates*, *Travel Daily's* Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description to accomupdates@traveldaily.com.au.



The Langham, Melbourne has unveiled new Terrace Rooms offering 50 square metres of outdoor space complete with sun lounges and dining setting, located on floors 19 to 21. The private terraces are an extension to the hotel's Deluxe River Rooms.



Centara Hotels and Resorts has expanded its portfolio, with the ongoing development of The Centara Boutique Collection brand which launched last year. The collection now comprises nine resort hotels including X2

Rayong Resort by Design properties, X2 Hua

Hin Kui Buri Villas by Design, the Bayburi Vacation Villas Hua Hin, Khum Phaya Resort and Spa, X2 Samui Villas by Design, The Sea Samui Vacation Residences, Away Koh Kood and Away Suansawan Chiang Mai in Thailand, as well as the Moksha Himalaya Spa Resort.



Hyatt Hotels Corporation will build a 408 room Grand Hyatt property in Brazil, following the acquisition of a 46,000 square metre oceanfront property in

Barra da Tijuca, Rio de Janeiro. The Grand Hyatt Rio de Janeiro will feature two full service restaurants, a lounge/bar, patisserie, fitness centre and spa, a grand ballroom and meeting and function space.

More TM growth

TRAVELMANAGERS has appointed its fifth Business Partnership Manager to help further develop its network of personal travel managers.

Arthur Vicario will be responsible for the NSW and ACT regions, effective 21 Feb, joining Michael Gazal who has been promoted to the group's National Business Partnership Manager; Karen Dowling looking after QLD; Jodie Lemon for Vic and Tas; and Alison Hill for Western Australia and South Australia.

No Vacancy open

AUSTRALIA'S accommodation industry conference, No Vacancy is accepting registrations for the earlybird rate of \$499 plus GST for its Sydney event on 23 Mar, when booked by 11 Feb.

The keynote speaker is Glenn Fogel from US online giant Priceline.com, and he'll be joined by Alvin Ch'ng, TripAdvisor; Johan Svanstrom, Hotels.com Hong Kong; Jerome Wise, TravelClick US and Genevieve Atkinson of Fossick.com NZ - for program and bookings see traveltrends.biz.



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†Berlitz Guide to Cruising 2010

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Fares flat out in Feb

BUSINESS and Full Economy domestic airfare prices have remained stable in Feb, according to government statistics released today, sitting at precisely the same mark as last month.

Best Discount fares have risen in value 7.5% compared to Jan 2011, to an index level of 52.0.

Restricted Economy fares were 0.2 index points higher month-on-month, to 92.7, which is at a six month peak level, aside from the month of Dec.

Orbitz/ITA extend

ORBITZ Worldwide has signed a long-term renewal agreement with ITA Software, to provide Orbitz.com and CheapTickets.com with travel solutions, through until 31 Dec 2015.

SAA direct to JFK

SOUTH African Airways will begin non-stop services between Johannesburg and New York from 01 May, enabling same day connections to a number of US and Canadian cities.

The "ultra long-haul route" at 15hrs & 50mins ex JNB and 17hrs & 10mins ex JFK will be operated using an Airbus A340-600, and eliminates the stop at Dakar.

The Star Alliance carrier plans to launch a codeshare deal with JetBlue Airways in the US on 20 routes from next week (TD Thu).

The initial list of cities SAA wants to codeshare with JetBlue on, from JFK, include Boston, Las Vegas, San Francisco and LA.

SAA is also upping capacity by over 500 seats/week between Jo'burg and Nairobi by utilising a wide-body aircraft, effective 27 Feb, and also boosting capacity between Jo'burg and Windhoek by nearly 1,000/week.

Extra frequencies from JNB to Harare and Entebbe, and greater capacity on some flights to Cape Town, are also being introduced.

\$400K Qld promo

QUEENSLAND'S Minister for Tourism Peter Lawlor has today announced a \$400,000 campaign aimed at getting road travellers back to the state, and piggy-backing on other promotional activities being undertaken by Tourism Queensland.

Fully funded by Caravanning Queensland, the initiative hopes to quell "emerging doubt" the state is "no longer an attractive and accessible holiday destination" in the wake of the Brisbane floods and Cyclone Yasi.

Caravanning Qld's chief exec. Ron Chapman said the project will help hundreds of tourism operators across the state get back on track.

Sunshine State caravanning and camping operators generate a significant portion of the sector's \$5 billion total national turnover.

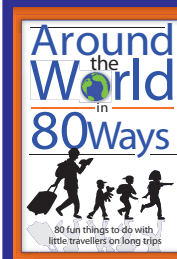
"Road travellers are the lifeblood of tourism in many areas and are worth hundreds of millions of dollars to our economy," he said.

Chapman said he was hopeful this industry first would "set the pace" for other tourism sectors to be proactive in the recovery, otherwise "we run the risk of not welcoming them back for a long time."

JQ Manila launch

JETSTAR is today launching its inaugural direct service between Darwin-Manila, its fourth int'l destination from the NT.

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. 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 is Itchee Feet for?

Email your answer to: kidsbook@traveldaily.com.au

Hint! Visit www.itcheefeet.com

Congratulations to yesterday's lucky winner, **Craig Pollington** from **Cover-More Travel Insurance**.



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.

We are looking for an inspirational, commercial & results oriented team player with a proven track record of success to become our Regional Sales Manager for Western Australia.

Reporting to the National Sales Manager, the role's primary focus is to develop, mould & enhance the sales team to deliver the best possible customer experience while having a clear focus on the commercial outcomes of the business.

Responsible for fostering a high performance sales culture that attracts & retains the best talent & delivers on sales budgets, this senior position within STA Travel requires you to have a great understanding of what it takes to be successful in the retail travel space and a solid understanding of local market conditions.

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.

Viennese record

VIENNA Tourism has reported double digit growth in visitor overnight stays for 2010, reaching a new record level of 10,860,000, up 10.3% year-on-year.

Among Vienna's core foreign source markets were Germany, Italy, the USA and Russia which showed an 11%, 12%, 11% and 35% increase respectively.

The highest increase came from the Serbia market, up 53%.

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We are currently looking for **SALES & MARKETING ACCOUNT MANAGERS** to join our dynamic team.

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Fluency in Spanish will be highly regarded for those seeking to represent PromPeru.



If you have experience in tourism marketing, sales or product and are highly organised and motivated please send your CV, cover letter and salary expectation to Vera Huntink at jobs@gtitourism.com.au by COB 18th February.



THE crew from Contiki Holidays, Busabout, Haggis and Shamrock Adventures last week enjoyed their annual conference.

They converged on Sydney for three days of business updates, special presentations and team building in preparation for the coming year.

An Asian-themed gala event was inspired by the recent release of Contiki's 2011 Asia program, while the conference concluded with a sunny session of barefoot lawn bowls.

Pictured next to the green are,

back row from left: Sam Symmans, Peter Lombardi, Brooke McQuilty, Tom O'Hara, Tony Laskey and Brendan Wall.

Next row: Mark Chamberlain, Adrian Piotto, Alison Wood, the recently resigned Contiki managing director Nicole Moy, Jane Phillips, Adam Wadson, Scott Stephenson and Alisha Moss.

Second row: The lovely ladies, Rowna Lyrijis, Lucy Styles, Clare Sloane and Lauren Grigg.

Front row: Tennille Cairns, Amie Tickner, Nikki Emmans and Jackie Lee.

TAT targets transits

THE Tourism Authority of Thailand is set to launch a major new marketing campaign to attract more Bangkok stopovers.

The promotion will target at least 10% of the country's 1.5 million annual transit passengers.

TAT governor Suraphon Svetasreni cited examples of Indian families passing through BKK on their way to visit their children studying in Australia as an untapped market.

Special tour packages will target specific market segments with special bonus offers, in conjunction with Thai hoteliers, restaurants and other suppliers.

"This campaign is a major enhancement over our past offers," Suraphon said.

He added that although THAI Airways is TAT's preferred airline partner, "we also hope to work closely with the many other airlines, especially the Star Alliance members, to attract more stopover visitors to Bangkok."

AA Android app

AMERICAN Airlines has launched a new mobile application on the Google Android platform that will allow users to check in for flights, receive gate, seat and flight status info, view terminal maps.

And for bored travellers, the AA App even features Sudoku.



Business Development Manager - NSW

APT is the premier touring company in Australia and we are seeking applications for the position of New South Wales BDM.

The successful applicant will be responsible for developing sales strategies to target distribution network of travel agents; Growing sales revenue of all the products in the portfolio; Representing the company at trade and consumer events; Managing specific sales and marketing projects; Creating and maintaining relationships with industry and trade partners; and contributing to a close knit, supportive Sales and Marketing team.

The role will suit an applicant who has a passion for travel and likes to work autonomously, managing his/her own "Territory" and who enjoys working in a fluid and highly competitive sector of the industry.

The successful applicant will possess:

- A successful track record of achieving sales targets within the travel industry in the role of a BDM
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- Demonstrated experience in providing professional and credible support to customers
- Excellent relationship management skills
- An analytical and creative approach
- Confidence in presentations and training customers in product features and benefits
- A passion for pursuing excellence in results
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Confidential applications to Philippa Baker on 02 9261 1926 or email Philippa@alexander-associates.com.au
Applications from recruitment agencies not accepted.

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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?



Daintree lodge shut

DAINTREE Eco Lodge & Spa has temporarily closed its doors to guests due to prolonged loss of electricity and services.

Hotel management says it will contact clients once the property is fully operational.

Andrew Jones expo soars

MORE than 1100 people attended the recent Andrew Jones travel expo held late last month at the Hotel Grand Chancellor in Hobart.

Bunnik Tours said it was very delighted with the outcome of the expo, taking an impressive six bookings for regions including South America, Africa, Asia and Jordan.

Bunnik's national sales manager Craig Owens said the outcome was "huge for an expo", with their average price of a tour starting at \$8,000pp.

"It's one of the best organised expos you could ever attend," Owens added.

About 35 suppliers showcased products to attendees, including, from left: Craig Owens, Bunnik Tours; Jane Tanti, Oceania Cruises; and Bunnik's James Giorlando



Erebus flight 16 Feb

AIR New Zealand has named the 16 Feb as the day 104 family members will take part in the Erebus Remembrance flight to Antarctica.

The flight will leave Christchurch for Scott Base in Antarctica on a Boeing 757 aircraft, where family representatives will spend five hours on the ground to participate in a memorial service for those lost on flight TE901, more than 31 years ago.

Jetstar 2-4-1 Japan

JETSTAR is offering a two-for-one deal on flights to Japan starting from \$349 one way for two adults ex Cairns, on sale until 15 Feb and for travel 04 Mar to 03 May and 10 May to 20 Jul.

Driveaway earlybird

DRIVEAWAY Holidays has announced its Hertz earlybird deals have been extended until 31 Mar 2011 for travel between 01 Apr to 31 Mar 2012.

The earlybird is valid on car hire in Germany, France, Italy, Spain, UK, Republic of Ireland, USA, Canada and New Zealand.



SALES EXECUTIVE - PERTH

An exciting opportunity exists for a highly motivated individual to join the Singapore Airlines sales team in the position of Full-time Sales Executive.

Key areas of responsibility include:

- Develop and implement strategies to achieve targeted revenue;
- Maximise sales coverage and Singapore Airlines product knowledge for all agents and corporate accounts;
- Develop strong business relations with travel agents;
- Monitor and report on competitor activities;
- Propose and implement local market development activities to SQ/MI destinations;
- Organize and conduct industry functions, seminars, product launches
- Maintain effective relations with other departments, airline partners, agents and consumers to the ongoing benefit of Singapore Airlines;

To be successful in the role you will require:

- Minimum of 3 years travel industry experience with a strong understanding of the aviation industry;
- Sound knowledge of the SIA product and network;
- Experience in developing and implementing sales strategies;
- Strong sales focus and good presentation skills;
- WA Drivers Licence;
- High level of written and verbal communication skills;
- Strong service ethic and time management ability;

Starting salary is \$49,400p.a plus super. Generous travel benefits and subsidised medical insurance form part of the package.

To apply, please forward your resume to Jacki D'Antonio, Sales Manager, Singapore Airlines either by email info_per@singaporeair.com.sg or by mail to Level 1, 178 St Georges Tce, Perth WA 6000

Applications close 16 February 2011.
Only successful applicants will be contacted.

Azamara 2012

AZAMARA Club Cruises has released its 2012-13 voyages, with 54 itineraries ranging from five to 16 nights onboard *Azamara Journey* and *Azamara Quest*.

The program features longer destination stays in port for guests to immerse themselves in the local culture, and select itineraries have been designed to meet up with events such as Rio's Carnival and Floriade in the Netherlands.

Novotel BKK 24hr

THE Novotel Suvarnabhumi Airport Bangkok is offering guests a 24 hour stay at the cost of a one night rate, beginning from the time of check in.

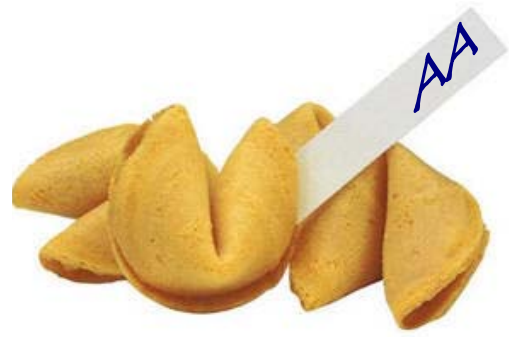
Delta/GOL c'share

DELTA Air Lines has started codesharing with Brazil's GOL, adding 15 new destinations to its South American network, across 56 GOL-operated flights.

QR continues Egypt

QATAR Airways has adjusted its operations to and from Egypt to adhere to the countries imposed curfews in Alexandria and Cairo, during the Civil unrest.

The airline will also add extra capacity to the affected cities for passengers wanting to depart Egypt, and updates on flight times and operational changes can be found on the airlines homepage under 'Flights to Egypt' - qatarairways.com.



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MELBOURNE – 1/167-169 Queen St – (03) 9670 2577 – recruit@aaappointments.com.au

BRISBANE – 13/97 Creek St – (07) 3229 9600 – employment@aaappointments.com.au

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

*** JOB OF THE WEEK* JOIN the A-TEAM!**

TRAVEL RECRUITMENT CONSULTANT

SYDNEY/MEL & BRISBANE BASED - SALARY PKGE circa \$65K +

Due to unstoppable growth, our company is expanding! As part of our fun loving team, you will enjoy sourcing and selecting candidates, developing existing client relationships and building new ones. You will enjoy great perks including annual island conferences, top salary & other great bonuses. Essentially, we are looking for a confident, enthusiastic travel professional who enjoys providing the highest level in customer service, working in a close knit team & meeting sales targets.

SOUTH PACIFIC SPECIALIST

RESERVATIONS TRAVEL CONSULTANT

SYDNEY WESTERN SUBURBS – SALARY PKG UP TO \$60K

Use your in depth knowledge of the South Pacific to boost your bank balance! This role has a generous salary plus cash incentives. With business booming this means big \$\$ for you. This is also a great opportunity to work closer to home and cut down on all those hours stuck in traffic.

You will require CRS experience, excellent destination knowledge, strong communication skills and fantastic sales ability. If this is you – call us today.

GIVE YOUR BANK BALANCE A KICK START

MULTI SKILLED CORPORATE CONSULTANT

SYDNEY CBD - \$55K - \$70K OTE+

Are you striving to reach the top? Looking for a place where you can make your mark? Look no further! Our client is a national TMC, looking for an experienced corporate consultant to join their busy Sydney office. This is a top role with amazing career development opportunities and a fantastic salary. You will need a min 2 years corporate travel experience, with excellent international airfare and ticketing knowledge.

MOVE AWAY FROM FACE TO FACE CONSULTING

EXECUTIVE LEISURE CONSULTANT

MELBOURNE & PERTH (INNER) – GREAT SALARY PACKAGES

Experienced leisure consultants are required in both Perth and Melbourne for specialist executive leisure consulting roles. Receiving most enquiries via phone & email, you can move away from face to face and enjoy dealing with discerning clientele on a daily basis; a dream role for any experienced retail or corporate leisure travel consultant! Strong knowledge of luxury product is required.

TASSIE’S MOST RECOGNISED TRAVEL COMPANY

LEISURE TRAVEL CONSULTANT

HOBART (CITY) – SALARY PACKAGE TO \$60K (INCL BONUSSES)

Move across to the big guns & see your travel career flourish! Working in this friendly & welcoming office will see you enjoying your job all over again. Winning national awards every year, this Travel Company is continuously growing, & is forever needing experienced competent consultants to join their winning team! International retail travel consulting experience essential. Sabre highly desirable.

ENJOY YOUR WEEKDAYS AGAIN

CORPORATE TRAVEL CONSULTANT – WEEKENDS ONLY

MELBOURNE (INNER) – HOURLY RATE UP TO \$50 per hour

This global travel management company is urgently in need of experienced corporate travel consultants (domestic and international) to assist with the overflow of work, servicing their long standing accounts. You will be one of the highest paid travel consultants in Australia when you land this role! You must be able to work both Saturdays and Sundays and only highly experienced corporate travel consultants need

ENERGISE YOUR TRAVEL CAREER

TRAVEL CONSULTANT

NORTH BRISBANE – SALARY PACKAGE CIRCA \$50K OTE

Are you passionate about selling travel? Do you love organising worldwide itineraries to exotic destinations? Are you a top seller who likes to be rewarded for your efforts? Then it’s time to join a company that always put their staff first! That’s why you will enjoy earning a top salary, and the opportunity to win recognition and awards, including famils, and free trips. If you are a talented travel consultant with a proven sales record and product knowledge, this is the role for you!

JUMP ON OVER TO THE OTHER SIDE

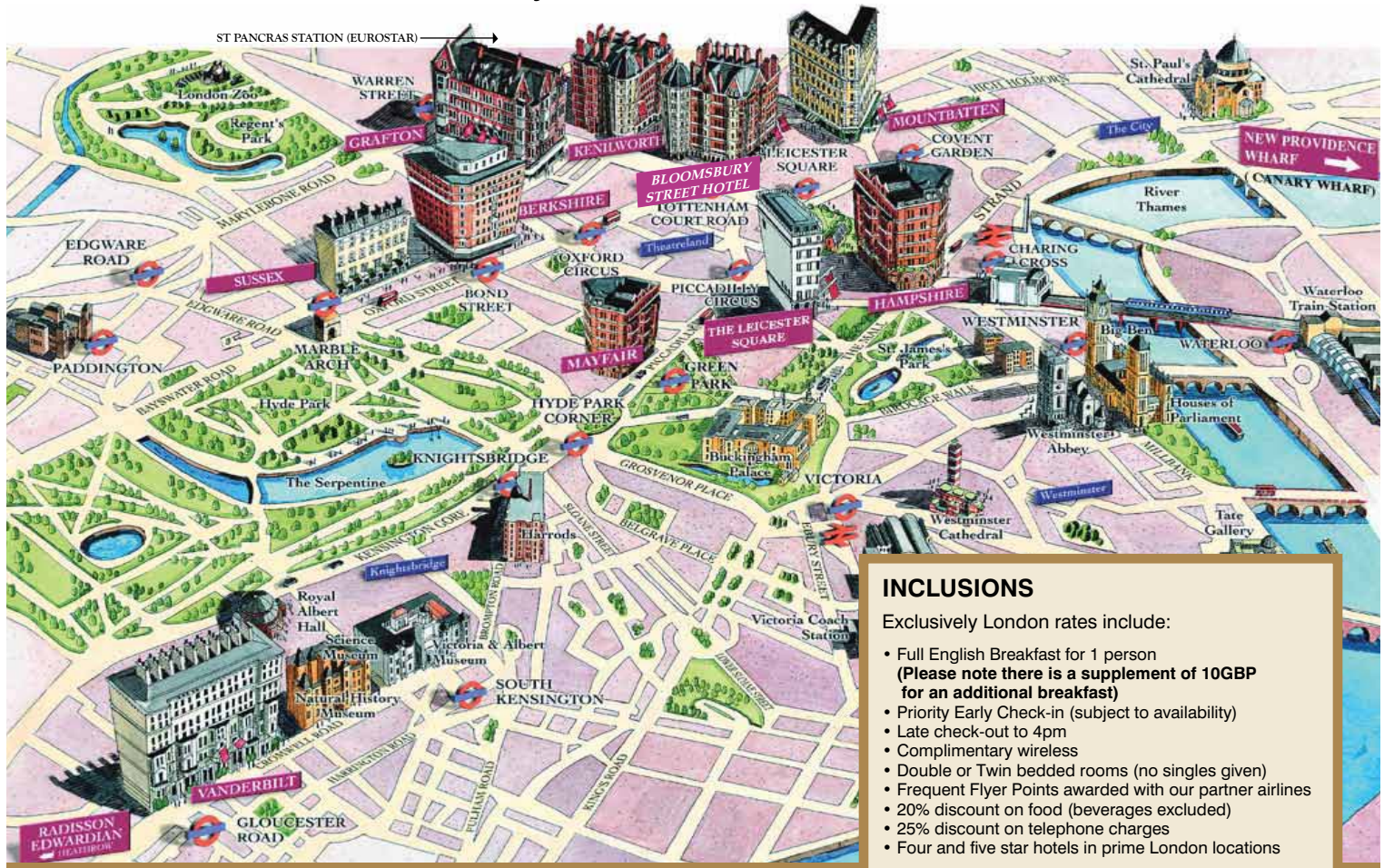
FARES AND TICKETING CONSULTANT

BRISBANE CBD – SALARY PACKAGE \$45K OTE

Are you a retail consultant with strong fares knowledge that is wasting away? Ready to jump behind the scenes? Here is your chancel As a fares and ticketing consultant you will assist industry partners with fares advice, ticketing, problem solving and more. This close knit team believes in helping each other and are always willing to share their knowledge. Enjoy fantastic \$\$, a cherished work/life balance and free tickets. This company is willing to train in ticketing.

Radisson Edwardian Hotels

Exclusively London... and Manchester



INCLUSIONS

Exclusively London rates include:

- Full English Breakfast for 1 person (Please note there is a supplement of 10GBP for an additional breakfast)
- Priority Early Check-in (subject to availability)
- Late check-out to 4pm
- Complimentary wireless
- Double or Twin bedded rooms (no singles given)
- Frequent Flyer Points awarded with our partner airlines
- 20% discount on food (beverages excluded)
- 25% discount on telephone charges
- Four and five star hotels in prime London locations

Hotel Exclusively London 2011 Rates

Hotel	1st January - 30th April 2011			1st May - 28th July 2011			29th July - 11th Sept 2011		
	Queen Superior	King Superior	King Deluxe	Queen Superior	King Superior	King Deluxe	Queen Superior	King Superior	King Deluxe
May Fair, Mayfair / Green Park *****	£239	£269	£319	£259	£289	£339	£219	£239	£289
	Double Superior	King Deluxe	Studio Suite	Double Superior	King Deluxe	Studio Suite	Double Superior	King Deluxe	Studio Suite
Hampshire, Leicester Square *****	£199	£240	£299	£209	£259	£319	£199	£240	£299
The Leicester Square Hotel, Leicester Square **** deluxe	£199	£240	£299	£209	£259	£319	£199	£240	£299
Berkshire, Oxford Street **** deluxe	£169	£205	£265	£189	£229	£279	£169	£205	£265
Mountbatten, Covent Garden **** deluxe	£169	£205	£265	£189	£229	£279	£169	£205	£265
Bloomsbury Street Hotel, Bloomsbury **** deluxe	£169	£205	£265	£199	£239	£299	£169	£205	£265
Kenilworth, Bloomsbury ****	£169	£199	n/a	£179	£209	n/a	£159	£189	n/a
Grafton, Tottenham Court Road ****	£165	£195	£225	£175	£205	£235	£159	£189	£25
Sussex, Marble Arch ****	£169	£195	n/a	£179	£209	n/a	£159	£189	n/a
Vanderbilt, Kensington ****	£149	£179	n/a	£159	£189	n/a	£149	£179	n/a
Radisson Edwardian Heathrow, Heathrow Airport ****	£99	£129	£199	£105	£135	£210	£99	£129	£199
New Providence Wharf, Canary Wharf **** deluxe	£179	£229	£350	£209	£259	£319	£179	£229	£350
Radisson Edwardian Manchester, Manchester City *****	n/a	£159	£259	n/a	£167	£272	n/a	£159	£259

All rates are in GBP per room per night for 1 or 2 people.

Please note they are based upon single occupancy. A supplement of 10GBP is required for a second breakfast.

Rates are exclusive of VAT at 20%. Private car transfers can be confirmed from Heathrow to central London at 70GBP each way.

Please email us for details.

For Reservations:

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Amadeus: SR-EXC

Abacus: HOTLON/12AUG-14AUG1/RC-N#EXC/RD

For further details please contact:

Sarah Whitty or Katherine Heath on +61 3 9520 2353

Whittys@radisson.com / heathk@radisson.com

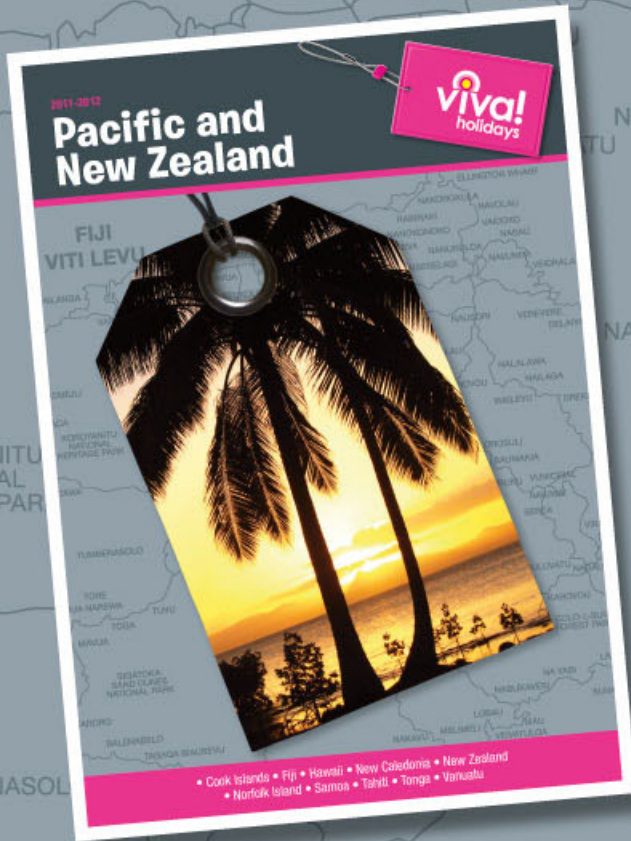
Alice Dixon on +61 2 8264 7828 dixon@radisson.com

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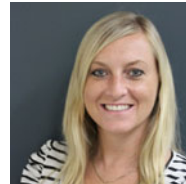
Ben Carnegie

Reservations Manager - MEL

This well respected Adventure Travel specialist is going through a major growth spurt & now seek a leader to show their growing team the way! The bulk of their business is from complex FIT travel pkgs. Team management experience, of up to 15 staff, within a sales or reservations background is required. Sabre preferred, all CRS considered.

- ▶ Lead a team of up to 15 staff
- ▶ South Melbourne location
- ▶ Salary up to \$65K package

Call or email Ben for more details.



Liz Vibert

Looking to work in Cruise?

We have a great opportunity for you to take your next step in your travel career! Work within the cruise department of this exciting travel organisation. You will join a busy and friendly team, handling all enquiries for

worldwide cruises plus booking flights, overnights, tours and transfers. Cruise experience an advantage but not essential.

- ▶ Cruise into an exciting new role, Sydney city fringe
- ▶ Min 1 years exp in retail or wholesale travel req.
- ▶ Salary up to \$42K + super + incentives

Click here for more details or call Liz.

Business Development Manager - Corp MICE

Join one of Sydney's leading Corporate Event agencies. They are currently looking to increase revenue growth in groups, events, sales incentives and prize broking. This is a combined role of account management and business development. At least 3 years business development in the MICE market is required plus skills in CRM management, marketing support and dynamic presentation ability.

- ▶ Strong focus on business development
- ▶ Exposure to events management highly regarded
- ▶ Salary to \$70K + incentives

Click here for more details or call Ben.

Move into Corporate - MEL

As part of a global chain this branch, located in the heart of the Melbourne CBD is seeking an experienced Domestic Corporate Travel Consultant to join their team. You will be predominately booking domestic travel itineraries for their corporate clients including air, accommodation and transfers. There will be the opportunity to broaden your experience to a multi-skilled role working with international itineraries.

- ▶ Global Corporate Travel Company
- ▶ Located in the Melbourne CBD
- ▶ Salary to \$45K + super

Click here for more details or call Liz.



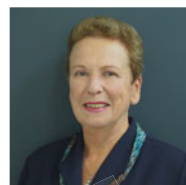
Kristi Gomm

French/Italian FIT Inbound Cons

With over three decades of experience this company is stable and reputable. They seek 2 experienced Inbound Travel Consultants for their FIT division, arranging Australian land content for visitors from mostly European destinations. Strong domestic product knowledge & geography ess. French/Italian speaking desirable. Tourplan an advantage.

- ▶ Use your French & Italian language skills at work!
- ▶ Market leader in Inbound Travel Management - SYD CBD
- ▶ Salary \$36K - \$40K + super

Click here for more details or call Kristi.



Sandra Chiles

Up Market Leisure Consultant

This agency has been servicing the luxury travellers of Sydney for decades and has a devoted following. They specialise in upmarket leisure products, special interest group tours, cruising, incentives and SME corporate travel. Sabre, Tramada preferred. In this award winning team you will relate well with their clientele & utilise your travel experiences.

- ▶ Sophisticated lower North Shore Agency
- ▶ Luxury travel, tours, cruising and more
- ▶ Salary up to \$60K + super - DOE

Click here for more details or call Sandra.

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