



Tue 11 Jan 11

Page 1

EDITORS: Bruce Piper and Guy Dundas info@traveldailv.com.au Ph: 1300 799 220



Cruise Weekly back

TRAVEL Daily's sister publication Cruise Weekly makes its return to reader's inboxes this week after a short break, with our Consumer issue being sent out on Tue's and Trade issue going out on Thu's.

Today's issue of Cruise Weekly includes a feature on the 'Hot Trends in Cruising' for 2011/2012, with comments from Royal Caribbean Line's Gavin Smith and Carnival Australia's Jenny Lourey.

Sign up to receive the issue for free at www.cruiseweekly.com.au.

JQ aces WTA deal

JETSTAR has signed on as the official airline partner of the Women's Tennis Association, with the carrier now offering tailored flights across the Asia Pacific Region for players, tournaments, and their staff.

The three year deal will offer JQ global exposure in the form of branding, on court presence, player alignment opportunities & marketing and digital integration, said ceo Bruce Buchanan.

The first match will be held this week in Hobart.





HONG KONG SEVENS 2011 Hong Kong Stadium

25-27 March 2011 travel@keithprowse.com.au 1800 008 567

QF A380s to LA from Sun

QANTAS has this afternoon confirmed it will steadily resume Airbus A380 operations on services to the USA from Sun 16 Jan, as flagged by *Travel Daily* earlier this month (TD 06 Jan), saying it is now satisified with engine thrust issues that prevented the flights from returning earlier.

The first QF superjumbo service will operate from Melbourne to Los Angeles this Sun, and comes after "extensive engineering analysis" with its A380 engine manufacturer, Rolls-Royce, Airbus and the European and Australian

DJ HQ evacuated

THE Virgin Blue Group has been forced to evacuate its Brisbanebased headquarters as a result of rising flood waters which have swamped the Queensland capital.

A growing number of businesses in suburbs near the swelling Brisbane River have been recommended to exit their offices, including those in Brisbane City, Fortitude Valley and New Farm.

Around 1,000 Virgin staff have been advised to evacuate the Virgin Village site, which is located in Bowen Hills, QLD.

A spokesman for Virgin Blue told Travel Daily this afternoon the response was in reaction to warnings that were issued from the Bureau of Metreology.

"As a result of the advise from the Bureau of Metreology, staff at Virgin Village have been evacuated as of midday local time," the spokesman told TD.

The freak event will not affect DJ's services, with "all operations to proceed as normal," the spokeswoman added.

safety regulators.

"Qantas, Rolls-Royce and the Civil Aviation Safety Authority are now satisfied that it is appropriate for Qantas to resume A380 flying on the Los Angeles-Australia routes," a statement from QF said.

QF ceo Alan Joyce said the carrier was "now confident" on returning the double-decker jets on routes to the US "without any conditions on the use of maximum engine thrust."

Initially, A380 services to the US will be offered during Jan on flights QF11/12 between Sydney and LA four times weekly, and once a week on QF93 one-way from Melbourne to LA.

Additional A380 services will be re-introduced on trans-Pacific routes from Feb onwards, as Qantas continues to return its superjumbo fleet to service, and as new deliveries join the fleet.

SkyTeam signs SV

THE SkyTeam airline network will broaden its reach to the Middle East from 2012, after overnight signing Saudi Arabian Airlines (SV) to its alliance.

SkyTeam chairman Leo van Wijk said the agreement will enable the group to "compete more efficiently" within the region.

SV has major hubs in Riyadh, Jeddah and Dammam, and will add 35 new destinations to SkyTeam's network.

Five pages of news

Travel Daily has 5 pages of news today, plus full pages from:

- TMS Asia Pacific
- AA Appointments

ROK airport update

QANTASLINK isn't expecting to fly regular commercial flights to Rockhampton for another week as a result of the recent flooding.

QFLink has now cancelled flights from Brisbane, Cairns, Mackay and Townsville to Rockhampton, until at least 24 Jan.

See QF Industry site for info.



or call 13 27 87





Corp. After Hours

- ► Boutique Corporate Agency Sydney CBD
- ► 12-14 hrs per/wk plus leave cover ► Very strong corp fares & tkting essential

► Salary up to \$35 per hour





Tue 11 Jan 11

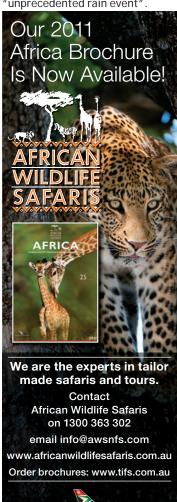
Page 2

EDITORS: Bruce Piper and Guy Dundas info@traveldaily.com.au Ph: 1300 799 220



BNE Airport open

BRISBANE Airport says domestic and int'l services are still landing and departing today, despite an "unprecedented rain event"



AA sues Sabre/Travelport

AMERICAN Airlines has filed for action against Sabre in a Texas court for its decision to conceal its airfares and terminate a contract early with the carrier (TD 06 Jan), saying the move will impact on travel agent sales.

The lawsuit is an escalation of

Viva! adds Strategic

VIVA! Holidays is now offering airfares to Bali (Denpasar) and Phuket with Strategic Airlines from Brisbane and Perth, under an agreement announced and introduced yesterday afternoon.

Travel agents will be able to earn 5% commission on Strategic flights and revenue will be counted towards Viva!'s Global Achievers program.

Strategic's flights are currently not available to book using easyway, with agents being asked to use Viva!'s contact centre for reservations.

Packages combining both Strategic Airlines and Qantas are not permitted.

MEANWHILE, Qantas Holidays & Viva! Holidays have released their 2011-12 China brochure product.

Gap Polar line up

GAP Adventures has introduced a range of new features to its 2011-2012 Arctic and Antarctica cruise season, on MS Expedition.

New offerings include sea kayaking, free Wellington boots for passengers, and the option to camp out in Antarctica.

the rift between the airline and travel distribution companies on how airfares are sold, which began in recent months between AA and Orbitz and Expedia.

Court papers filed overnight by AA in its Fort Worth hub of Tarrant County, allege that Sabre's recent actions "violates agreements" that could harm the oneworld airline, "the travel agent community, and the travelling public.

Under a temporary restraining order, Sabre has been instructed to desist listing AA's fares in a manner that could potentially steer them towards other airlines.

AA said the order prohibits the intentional practice by Sabre of hiding American's fares on its global distribution system, which has recently made it "difficult" for agents and customers from finding and purchasing AA fares.

"We are gratified that, after a contested hearing, the Court has granted American's request for interim relief, to be in effect until the Court considers American's request for longer term relief," AA said in a statement.

"American intends to vigorously pursue its litigation against Sabre, including seeking damages for other violations of our agreements," the airline said.

A Sabre spokesperson said the firm is confident its actions are "well within our contractural rights, and we will aggresively defend against American Airlines' baseless claims to the contrary."

AA is also suing Travelport, the primary owner of Orbitz, saying it hadn't breached its contract with the online travel agency, The Dallas Morning News reported.

Window

THOUGHT about livening up your out of office message to avoid feeling isolated next time you get back from a work trip?

Well, it's sure to throw some attention your way, just like we think Gap Adventures Bruce Poon Tip will be getting upon his return from the South Pole.

The company's head honchos' email message informs TD he'll be totally out of contact, saying "I can't imagine even trying to catch up on my emails upon my return because of the sheer volume of people bugging me on a daily basis...so you'll have to suck it up and wait until I get back.'

And for anyone who wants to complain about his out of office message, Poon Tip happily offers contact details for his assistant.

PERHAPS this is taking product development too far?

Tour Leaders in Britain are being criticised over plans to take 30 tourists on a luxury trip through Germany in Jun to visit sites associated with Nazi dictator Adolf Hitler.

The eight-day itinerary dubbed 'Face of Evil - The Rise and Fall of the Third Reich', will include visits to the lakeside villa where the Holocaust was planned and the Sachsenhausen concentration

Critics are claiming the socalled 'holiday tour' risks becoming a "perverse pilgramage" in honour of Hitler, but organisers say they are "serious historians" with a track record".

airside standards advisor. Brisbane.

Fly a little higher with the company that thrives on fresh creative thinking.

As an Airside Standards Advisor you will be responsible for the development and continuous maintenance of airport processes and procedures across the Virgin Blue network. Your focus will be to define and document high quality standards and outcomes expected for the operational delivery of activities on the tarmac and safe operations of aircraft arrivals and departure

Working extensively through our Airport Handling Manuals, attention to detail is a must, together with proficient writing, research and analytical skills. You will be effectively communicating frequent change to all relevant stakeholders and providing advice on regulatory compliance requirements.

So how will you be earning your credibility as a standards guru? Not only will you have experience within Airside Operations but you will be frequently meeting with internal stakeholders, gaining operational exposure and building rapport with airside teams. Some domestic and international travel will be expected. There will be opportunities for development and a relevant development plan will be created for successful applicants.

To apply visit our website virginblue.com.au/careers or click here.

Hurry as applications close Sunday 23 January 2011.









Tue 11Jan 11

Page 3

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

Experience award-winning service.



EY Summer deal

ETIHAD has released a 'Summer Love' deal with airfares to over 55 destinations, on sale until 24 Jan, including flights to Paris for \$1835.

MEANWHILE, EY has increased services from its Abu Dhabi hub to MAN, GVA and MXP to daily, double daily to CDG, and eight weekly services to BRU, from Jun to Aug.



POINTS OF DISTINCTION

FINEST CUISINE AT SEA, SERVED IN A WIDE VARIETY OF DISTINCTIVE OPEN-SEATING RESTAURANTS; ALL AT NO ADDITIONAL CHARGE

GOURMET CULINARY PROGRAM CREATED BY WORLD-RENOWNED MASTER CHEF IACOUES PÉPIN

ACCLAIMED CANYON RANCH SPACLUB® TREATMENTS AND CUISINF

ELEGANT MID-SIZE SHIPS
FEATURING LARGE-SHIP AMENITIES

THE DESTINATION SPECIALISTS; MORE OVERNIGHT VISITS AND EXTENDED EVENING PORT STAYS

COUNTRY CLUB-CASUAL Ambiance; Tuxedos and Gowns Are Never Reouired

BUTLER SERVICE OFFERED IN ALL SUITES

BEST VALUE IN LUXURY CRUISING

To book or request a brochure call your preferred wholesaler.



CCS *Pearl* incentive

COMPLETE Cruise Solutions has launched a new P&O Cruises incentive for agents enrolled to the P&O Academy, offering them a chance to win a 10-night Pacific Island cruise on *Pacific Pearl*.

The 'snapshot' promo was rolled out in conjunction with P&O's latest advertising campaign, and runs until 31 Mar 2011.

Each booking made using POLAR will earn an agent one entry into the promotion, and those who register for the comp will also receive one free entry.

See www.myccssnapshots.com.

AF/KLM snow loss

AIR France/KLM said overnight it expects last month's blizzards in both the US and Europe to cost the carrier an estimated €70 million (AU\$91m) in lost revenue.

The French carrier said a 2% rise in pax revenue during Dec 2010 was "of little significance given the numerous flight cancellations and the attendant cost of coming to the aid of our customers."

Otahuna reopens

NEW Zealand's Otahuna Lodge yesterday reopened its doors following an extended closure caused by an earthquake in the Canterbury region last Sep.

Repair work included seismec strengthening and, roof repairs.

Another US storm

A NUMBER of US airlines are issuing travel waivers for flights to airports in Northeastern US states, including New York City's JFK & LaGuardia; Newark, Boston and Washington DC, as well as Chicago, due to "inclement weather forecasts" predicted to strike between now and 13 Jan.

MCVB runs for the Kids



Bentours discounts

BENTOURS is offering \$1500 off four Gap Adventures cruises through Antarctica, when booked by 31 Jan for sailings in Nov 2011 through to Mar 2012.

The earlybird deal is applicable on Categories 2 to 5 with the 11 day Antarctic Classic now priced from \$6899pp.

BookMe NZ portal

A NEW web-based booking site has been launched in NZ which allows activity and attraction operators to offer seat specific discounts to online audiences in the Queenstown area.

Bookme.co.nz is dubbed as a "NZ tourism industry first" by founder James Alder, and is similar in function to Air New Zealand's bargain 'Grabaseat'.

"Customers reap the benefits because operators can give much bigger discounts - such as \$1 jet boat rides," Alder said. ABOVE: Melbourne Convention & Visitors Bureau had five staff display their athletic and altruistic sides in Melbourne's City2Bay funrun held earlier this month.

The MCVB participants managed an impressive 8th overall in the Team's classification over the 10 kilometre route.

They also assisted with raising money for Challenge Cancer, which helps children living with cancer interact through camps and other activities, as well as providing hospital and parental support.

Pictured here ahead of the run, from left, are MCVB's Jo Scanlon, Beverley Williamson, David McCarthy and Jon Malpass.

Not pictured is Elise Clancy.

AirAsia Bali Sale

AIRASIA is offering a 'Big Bali Sale' with fares between Darwin-Denpasar priced from \$125 return, for bookings made before 23 Jan 2011 - see www.airasia.com.



sale on now

Bigger Earlybird savings up to \$750*pp on cruises to the South Pacific, Australia & New Zealand

Book by 28 Feb 2011

*CLICK HERE



Sale away

on Australia's highest rated[†] cruise ship Celebrity Century in Australia, New Zealand and the South Pacific

Save up to \$900°pp and receive up to US\$200° Onboard Credit per cabin

Ends 28 Feb 2011

† Berlitz Guide to Cruising 2010

*For details CLICK HERE

Stella effort, Cox & Kings



ABOVE: Cox & Kings Australia sponsored team were the big winners at the annual Stella Artois Portsea Polo event in Melbourne over the weekend.

The exciting game came down to a last minute goal in the final minute of play, with Cox & King's team winning 5-4 against the King Island Dairy team.

Pictured above standing proudly on the winners platform

WIN "CRUSTY DEMONS VOL.15" ON DVD

Every day this week, Via Vision **Entertainment** is giving **TD** readers the chance to win a copy of Crusty Demons: Volume 15 on

DVD.



One of the biggest selling action sports DVD/ video's of all time; **CRUSTY DEMONS OF**

DIRT are known for their blatant disregard for life and limb while putting their motorbikes through some of the most mind-blowing aerial stunts known to man.

Crusty Demons Volume 15 is available now from all good retailers or online at www.viavision.com.au

For your chance to win your own free copy, simply be the first person to email the correct answer to the daily question below to:

crustydemons@traveldaily.com.au

Name 5 of Crusty **Demons** riders

Congratulations to yesterday's lucky winner, Cheryl Ahyick-Wong from AOT Inbound.

with Steve Reynolds, Cox & King's Chief Executive Officer (centre) are the Cox & Kings polo team from left: Josh Mantello, Inge Burke, Nial Donally and Matt O

Hapag-Lloyd adds

HAPAG-Lloyd Cruises will add two vessels to it's portfolio of cruise products, after signing charter deals for Ocean Cruises' Insignia, and the new Europa 2 and for Mediterannean sailings.

The vessels come into service under the Hapag-Lloyd banner from 2012 and 2013, respectively.

See today's issue of Cruise Weekly for further details.

NZ save you deal

AIR New Zealand has launched deals on trans-Tasman services priced from as low as \$169 one way for Seat only fares ex SYD, MEL and OOL to Auckland and Christchurch, on sale until 21 Jan. More at airnewzealand.com.au.

Fiji lures Indians

TOURISM Fiji is ramping up its push to lure Indian tourists to the Pacific Island (TD 20 May), by offering a specialist program to make travel agents on the subcontinent more familiar with the destination and products.

The Fiji Matai specialist program is a new strategy where Tourism Fiji representatives meet with agents in India on a one-onone basis.

Better year to fly

THE Association of Asia Pacific Airlines reported an "excellent safety record in 2010" with only 13 major accidents globally involving large western-built airline jets.

The overall yearly aircraft loss rate decreased by 21% last year compared to the average of the past five years.

IB OK on BA/AA

THE US Dept of Transportation has granted a tentative exemption authority to allow Iberia's foreign air permit to be transferred over to Iberia Operadora, so it can code share on services with American Airlines and British Airways.

Under the new deal signed late last week, Iberia Operadora will be allowed to link services from other European Community carriers, with its flights between the EU and US.

The authority is for a period of two years.

Jumeirah Anguilla

DUBAI-based hotelier Jumeirah has signed a management deal for the 140-room Jumeirah Anguilla Resort in the British West Indies, Caribbean.

The property is set to open within the next three years.

Travel auction site

A NEW travel website has launched in the UK designed to allow agents to bid for customer's business and negotiate with them as if they were face-to-face.

KazooTravel.co.uk is a "revolutionary method of shopping for a holiday," says director Gordon Holt, with 75 agents already using the site and another 200 expected by Mar.

SITA trial GateLink

SITA has trialled the benefits of its AIRCOM IP GateLink services for Airbus A380, Boeing 787 and 777 aircraft at Paris, Charles de Gaulle Airport.

GateLink provides pax onboard flights with broadband wireless connectivity while on the ground during aircraft turnarounds and layovers.

Trials of the service have also been made at Sydney and London Heathrow airports.



Tue 11 Jan 11

EDITORS: Bruce Piper and Guy Dundas



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

100 = US99.3c

THE Australian dollar remained strong against the Swiss Franc and the Euro managed to recover some of its four month losses against the United States Dollar, overnight.

The new year is expected to set record numbers for the Aussie Dollar against the USD despite a 3.5% loss reported in the first half of January.

Parity against the greenback is expected to be reached and exceeded throughout the year.

Wholesale rates this morning:

US	\$0.993
UK	£0.637
NZ	\$1.29
Euro	€0.766
Japan	¥81.85
Thailand	ß30.47
China	¥6.50
South Africa	R6.67
Canada	\$0.980
Crude oil	US\$89.46

New AS HNL route

ALAKSA Airlines has begun a new direct daily service between Bellingham in Washington and Honolulu, Hawaii, using a twoclass Boeing 737-800 aircraft.



AREA SALES MANAGER QLD

(QLD South / Northern NSW)

- Brisbane / Gold Coast Based •
- \bullet World's Leading Wholesale Tour Operator \bullet • Competitive Package and Bonuses on Offer •

Working to a strategic sales plan, you will be responsible for exceeding sales targets, managing budgets and building strategic business relationships with retail chain state managers and retail agents.

To succeed in this role you must have fantastic communication, presentation and negotiation skills; a strong knowledge of retail travel agents; good computer skills; and over two years experience in a sales environment.

Previous on-road sales or retail travel agent experience beneficial. Own car required, motor vehicle allowance will be paid to the right candidate.

Please forward your CV and covering letter to recruitment@globus.com.au with the position title in the subject line by 14th of January 2011

PLEASE NOTE: Applications will not be accepted via recruitment agencies before the closing date.

GLOBUS COSMOS MONOGRAMS

AVALON

HKTB no's up 22%

HONG Kong Tourism Board has reported a provisional 21.8% yearon-year increase in total visitor arrivals for 2010, to 36.03 million.

Long-haul visitor arrivals were up nearly 10% to 4.84m during the year, compared to 2009.

"Hong Kong's tourism experienced a strong rebound in 2010 after the severe blow dealt by the financial tsunami and human swine influenza in 2009," HKTB chairman, James Tien.

A full breakdown of arrivals by market is due later this month.

Epic Legends show

NORWEGIAN Cruise Line has named the line-up for its Legends in Concert tribute bands shows who will perform onboard Norwegian Epic's 22 Jan sailing.

The celebrity look-a-likes on the voyage include Janet Jackson, Neil Diamond and Aretha Franklin, and they will perform six 45-minute shows over three days of the seven-night voyage.

United Dec results

UNITED Continental Holdings saw a 1.4% year on year increase in combined consolidated traffic during Dec according to the 12 month operational results for United and Continental airlines.

The airlines combined consolidated passenger revenue per available seat mile increased by 1% to 8.5%.

An estimated US\$25 million reduction in consolidated pax revenue was seen in Dec 2010 due to the snowstorms.

QR ups CPH/BCN

QATAR Airways announced yesterday afternoon that it will lift services to Copenhagen and Barcelona, effective 27 Mar, from its Doha hub.

Flights to the Danish capital will rise to double daily with an extra Thu service, while the Barcelona route will be upgraded from an Airbus A319 to an A330 aircraft, doubling the amount of seats on the route.

Expeditions saving

WORLD Expeditions is offering a special on two berths onboard select Antarctica trips.

The deal includes a buy one cabin and get the second half price on the 04 Feb departure of the 19-day Antarctica Encompassed tour, the 22 Feb, 11-day Discover Antarctica itinerary and the 15 Mar, 11-day Across The Circle tour. For details phone 1300 720 000.

New Jakarta airport

THE Indonesian Govt has plans to build another airport near Jakarta following concerns that the hub will not be able to accommodate the 15-20% year-on-year rise in passenger numbers.

A spokesperson for the govt said they are looking at boosting the capacity of the Soekarno-Hatta Airport, and there are plans to build multiple airports in the Jakarta metropolitan area, with a study to be compiled by the end of 2011.

Last Nov, Garuda Indonesia, which has its main hub at Jakarta, signed an agreement to join the SkyTeam alliance (*TD* 24 Nov 10).



Business Manager NSW

Harvey World Travel is the most recognised retail travel brand in Australia. With a passion for travel and a dedication to excellence in service, the strength of the Harvey World Travel brand is our people.

We currently have an exciting opportunity available for a Business Manager based in Sydney focusing on NSW agents. This role is key role in establishing and maintaining the face to face relationships between the franchisor and the Harvey World Travel franchise network.

Focused on building and sustaining an overarching level of support and service delivery between Harvey World Travel (the business) and our Franchisee Network Partners to grow and maintain the strength of the franchise business and the franchisee's business.

To be successful in this role you will have a proven track record in business development, sound exposure and knowledge of the retail travel industry, strong business acumen and excellent relationship management skills.

If you are ready for an exciting opportunity with a market leading brand, look no further.

Apply now! careers@stellatravel.com.au

Ramada appoints

WYNDHAM Hotel Group has named John Blacket as general manager for its newly badged property in Vanauatu, Ramada Resort Breakas Beach.

C'share disclosure

ONLINE travel agents that sell airline tickets are now required to provide clients with any codeshare flight information, within 60 days of tickets being purchased, following the adoption of a new law implemented by the DoT.

Southwest rewards

SOUTHWEST Airlines' revamped Rapid Rewards Program, set to be unveiled on 01 Mar, will allow members to redeem points on every seat with no blackout dates or seat restrictions.

Points will be based on the dollar amount spent and must be used at least once within two year of earning them.



Tue 11Jan 11

Page 5

EDITORS: Bruce Piper and Guy Dundas E-mail: info@traveldaily.com.au

UK AI Qaeda threat

THE British Government raised its counter-terrorism advice to 'severe' for the transport sector late last week, with a letter from the UK's Department of Transport to the air transport sector warning of a possible al Qaeda attack "against a UK airport or aviation sector target".

Arabian certification

ARABIAN Adventures, a division of the Emirates Group, has been awarded the internationally recognised Certified Emissions Measurement & Reduction Schemes certification, making it the first DMC to achieve the status.

WIN A HOLIDAY TO VANUATU

Throughout January, *Travel Daily* is giving travel consultant readers the chance to win a fabulous Vanuatu holiday package for two, courtesy of Air Vanuatu, Vanuatu Tourism Office and Warwick Le Lagon Resort & Spa Vanuatu.

The prize includes Air Vanuatu return economy flights for two from Brisbane, Sydney or Melbourne to Port Vila; five nights accommodation at Warwick Le Lagon Resort & Spa Vanuatu and daily buffet breakfast for two.

Every week *Travel Daily* will ask a different Vanuatu-related question – just read the issue and email us your answer. There will be five 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 fantastic Vanuatu holiday.

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



Q.2: Discover What Matters when you fly Air Vanuatu - how many of these are offered?

- Complimentary meals and drinks, including alcoholic beverages
- 2. A modern aircraft fleet & free inflight entertainment
- 3. 23kg free baggage allowance plus 7kg cabin baggage (in economy)
- 4. Qantas Frequent Flyer points





Develop Your Career Action Plan

Let us help you find your next opportunity

Hot Jobs (Australia) - January 2011

Temp or Contract - Alex Executive - Sally

EXECUTIVE RECRUITMENT CONSULTANT, Travel & Hospitality

- xed working environment

TMS Asia Pacific, is currently looking to grow and build their executive recruitment division. This is your chance to create your own success and work alongside a supportive manager and a competitive team culture. Your responsibilities within the role will include sourcing, introducing and representing candidates at an executive level to our client base. It is crucial that you can demonstrate a strong client focus, ability to build rapport and establish relationships quickly. We are either looking for an experienced recruiter or someone who is currently working within the travel industry and who is looking for a change. An attractive salary package is on offer.

io at TMS Asia Pacific T: 02 9231 6444 E: fujio@tmsap.co



2011 New job!

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

Must have Galileo CRS
 High achieving, thriving agency
 We are looking for a retail travel consultant that likes a challenge and can think outside the square! This is a great opportunity for someone to try before they buy, in this busy, expanding retail travel agency. Must have a minimum of 12 months retail consulting experience.

rate Travel Consultant – Perth CBD

Corporate Travei Consultant — Perm CBU

- Excellent company benefits

- Salary up to \$50k - depending on experience

- Immediates start

Want to work in Corporate Travel? This renowned travel company requires a Corporate Consultant. Ideally you will have previous consulting experience. You will have great customer service skills, an excellent phone manner and email communication skills, a professional presentation and an 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.

- Do you have experience in a BDE or BDM role in Wholesale travel?
- 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 proactive, 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.

Junior Account Manager

Do you have solid experience with the hotel industry?

Are you a successful account manager?

Our client is the market leading online hotel reservation service. They are currently looking for a Junior Account Manager to work in collaboration with the Account Manager in developing and managing his/her region to maximise revenues. Main responsibilities include monitoring the rate parity and locate the best rates and availabilities within your region, creating and ensuring the follow-up of commercial mailings to further develop the region, preparing and going on market visits, following up on cancellations, evaluations and complaints, will also manage some of the hotel partners in the same region. To be successful in this role you will have previous experience in Sales or Account Management, you will be fluent in English, you will be pro-active, have sense of responsibility, independent, customer friendly and target focused. You will have good communication and commercial selling skills. You will be a team player, motivated and enjoy the sector of e-commerce and hospitality. Hotel School or University background preferred. Driver's license required.

Retail Travel Consultant - Sydney CBD

9 month contract
 Must have Galileo CRS
 In this role you will be taking enquiry over the phone and via email. You will be using your excellent customer service skills to book flights, offer destination advice on where to stay, car hire, tours and additional activities, mainly in Europe.

- A genuine market leader Get on board and take your career to the next level.

This is a role responsible for generating sales for this highly acclaimed travel company. You will have the ability to establish and maintain relationships with customers across multiple channels and you will be responsible for identifying new customers. This position plays a key role in achieving annual revenue targets by generating sales leads, developing proposals and closing deals. If you have a background in business development in travel technology or corporate travel this is the role for you.

Would you like to be part of this success story?
 Are you an experienced BDM who is well networked within the industry?
 The main objective of the role is to assist travel professionals to make a positive change in both their professional and personal life. You will recruit and develop personal travel managers with focus on growth and retention. You will develop and foster strong relationships with industry partners and the network. To be considered for the role you MUST have previous experience in a BDM role within travel industry. You will also have established travel consultants relationships in NSW, strong sales and interpersonal skills. Experience in recruitment would be highly regarded. In return, a competitive salary is on offer along with long term career opportunities. You will be able to make a difference in a highly successful and growing organisation.

Sales Manager

Do you have media sales experience?
Do you have proven ability to plan, develop and execute online sales strategies?
Our client is a global Internet media company. Due to growth they are now recruiting for a Sales Manager position based in their Sydney office. The role will see you sell this company's online products and meet advertising revenue goals. You will be responsible for producing sales strategies, proposals and presentations for existing and new accounts. You will be building and maintaining relationships and partnering with clients to meet their sales and marketing objectives. To be considered for the role you will have 5 years solid sales experience, ideally solution selling, proven ability to plan, develop and execute online sales strategies, successful track record of meeting sales targets and ability to produce effective sales, particularly in the travel category. Excellent organizational and interpersonal communication skills with emphasis on presentation, analytical and sales expertise, and negotiation techniques are paramount in this role along with the ability to achieve results while working independently. You will hold a Bachelor's degree minimum. In return, a competitive salary, long term career opportunities and travel perks are on offer for the right candidate.



Quality recruitment for the travel and hospitality industries in Asia Pacific



BNE

MEL

DXB









AA IS YOUR PASSPORT TO SUCCESS IN 2011. TOP ROLES AVAILABLE NOW!



FOR ALL THE BEST VACANCIES VISIT www.aaappointments.com

SYDNEY & ACT – 8/6 O'Connell Street – (02) 9231 6377 – apply@aaappointments.com.au

MELBOURNE – 1/167 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

HEADING TO THE NATION'S CAPITAL? SENIOR TRAVEL CONSULTANT – LONG TERM CONTRACT CANBERRA CBD - EXCELLENT HOURLY RATE

Our client is a true leader in the corporate travel industry. They require a unique individual to join their busy team of Corporate Travel Consultants on a temp/contract basis in early JAN. You will be booking International Travel using Amadeus and experience in Ticketing will be highly regarded (but not essential). This is your chance to get into Corporate Travel with a company everyone wants to work for! TEMP TO PERM OPPORTUNITY AVAILABLE.

PERSONAL CONSULTANT TO THE STARSI ENTERTAINMENT TRAVEL CONSULTANT x 2 MELBOURNE (INNER) – SALARY PACKAGE TO \$55K

Looking to step away from corporate or retail travel and into a position that is one of the most highly sort after in the industry? We have 2 organisations looking for skilled & enthusiastic consultants to join their boutique teams in Melbourne due to the acquisition of new accounts! Entertainment / Events travel consulting experience highly desirable. Galileo & Sabre also preferred. Excel skills also highly beneficial. APPLY NOW!

NO PRICE BEATERS HERE! LEISURE CONSULTANT

MELBOURNE (CBD) – SALARY PACKAGE TO \$50K + BENEFITS
Our client is a professional travel agency in Melbourne's CBD
that service many internal members and high end mature aged
clients. Sales are not the number 1 priority here, customer
service and long standing relationships with their clients is what
matters most. Whether it is a domestic high end tour of the
Kimberley's or a Canada/Alaska cruise, you will thoroughly
enjoy the environment & Monday to Friday business hours!

THE WORLD IS YOUR OYSTER RETAIL CONSULTANTS BRISBANE – SALARY PACKAGE \$45K - \$60K OTE

Stop giving all your hard earned profit to the boss. Join a company where your hard work is rewarded. The world is your oyster working in this dynamic company. You will be provided with top industry training and programs have access to fabulous career development and progression opportunities. In addition enjoy recognition in the form of \$\$, trips, vouchers, massages and more. Don't delay – apply today and start earning what you are worth and deserve!

INTERNATIONAL RESERVATIONS AGENT CALYPSO TRAINED AGENT SYDNEY CBD - EXCELLENT HOURLY RATE

Our client is a leading Australian wholesaler specialising in agent to agent worldwide travel. A Calypso reservation is essential for this role combined with strong international & domestic product knowledge and excellent communication skills. The temp role is to start ASAP working MON-FRI only on a fantastic hourly rate, weekly pay + Super, temp rewards and incentives. If you can demonstrate relevant experience in a similar role, please forward your CV today!

BY APPOINTMENT ONLY LEISURE TRAVEL CONSULTANT

PERTH (INNER) - SALARY PACKAGE TO \$90K (OTE)

Looking for a role that will have you servicing clients by phone and email rather than detailing with the face to face timewasters? This highly successful online travel company is seeking motivated & sales focused consultants that love constructing holiday packages for their clients & would like to rack in over \$60K easy! Great working hours..... This truly is a sensational role for all the motivated consultants out there!

NATIONAL AWARD WINNING AGENCY RETAIL TRAVEL CONSULTANT ADELAIDE (NORTH) – SALARY PACKAGE TO \$50K

Our client is a national award winning agency & is now looking to again up-staff! With a fantastic working environment on offer and a great reputation throughout Australia, you do not want to pass up this sensational role! Varied itineraries, diverse clientele and great educationals offered! Minimum 2 years retail travel consulting experience required. Amadeus preferable however not essential.

MOVE TO CORPORATE & NEVER LOOK BACKI CORPORATE CONSULTANTS

BRISBANE CBD - SALARY PACKAGE TO \$60K OTE

Are you retail consultant ready to make the change to corporate travel? Then here is your big chance.

This company is happy to train you in all aspects of corporate travel. Working within this clobal organisation you will be to be a second organisation or will be travel.

travel. Working within this global organisation you will have access to fantastic \$\$, travel discounts and best of all work Monday – Friday only! To be considered for this position you will need to have min 2 years retail consulting experience, CRS skills and a strong attention to detail. Call today!