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Travel Daily AU

First with the news

Thu 20 Jan 11 Page 1

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

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ROK back to 100%

ROCKHAMPTON Airport plans to recommence its full operating schedule on Wed 26 Jan, 26 days after it was closed due to flooding in the Capricorn region of Queensland (TD 04 Jan).

An airport representative told TD today that ROK would begin daylight services from 24 Jan.

Viva! Arabia 2011

VIVA! Holidays has announced the release of its 2011 Arabian Peninsula brochure product, valid for travel through to 31 Oct 2011.

See page nine for details.

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Hong Kong Airlines to SYD

CHINA'S HNA Group is plotting to expand its presence in Australia by launching a four times weekly Hong Kong Airlines service to Sydney, *Travel Daily* can reveal.

Speaking with TD this morning after the arrival of Hainan Airlines' inaugural service to Sydney, HU's sales manager, Australia, Richard Li, said the HNA Group was already making plans to bolster capacity to a daily link between

China and Australia, through sister carrier, Hong Kong Airlines.

Hi said Hong Kong Airlines would operate services to Sydney using its dual class Airbus A330-200s on alternate days to that of Hainan Airlines, on Mon, Wed, Fri and Sat from Hong Kong.

Hong Kong Airlines' flights to Sydney are tipped to commence in the second half of 2011, with Hi telling TD they are likely to be flying by Nov.

Additional routes from China to Australia are also being drawn up by the HNA Group, with Adelaide and Melbourne favoured.

Hi also said that the HNA Group was looking to introduce services from China to Bali.

Sydney Airport ceo Russell Balding this morning welcomed Hainan Airline's first flight, saying it was the fifth Chinese carrier operating non-stop services to Sydney, to cope with increased demand from China.

New DriveAway ceo

CHRIS Hammill has been named as the chief executive officer of DriveAway Holidays, moving from his previous role as the company's Chief Executive of Sales and Marketing.

It's back to the future for Hammill, who returned to DriveAway three years ago when he and Mike Hay sold World Cars to the company.

Hammill began his career in car rental at DriveAway's Manly office in 1992, but left with Hay when they formed World Cars in 1999.

He said he was set to announce some "new key management" joining the firm, and aims to develop the business in New Zealand "where support for DriveAway is growing quickly".

More industry appointments on page five of today's TD.

Today's Travel Daily

Travel Daily today has six pages of news and photos plus full pages of jobs from:

- TMS Asia-Pacific
- AA Appointments
- Qantas Holidays
- Consolidated Travel

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Travel Daily AU

First with the news

Thu 20 Jan 11

Page 2

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

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Japanese Viator

ACTIVITIES specialist Viator has expanded into the Asian market, with the launch of a new Japanese language website.

The move sees Viator offer activities, experiences and transfers in nine languages, including the new site at www.viatorcom.jp.

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Creative to launch in NZ

THE Travel Corporation's Creative Holidays mainstream wholesaler is set to launch into the New Zealand market, *Travel Daily* can exclusively reveal.

Creative Holidays spokesperson Rae White confirmed the move this morning, telling *TD* that the brand will debut in Auckland on 07 Feb.

The move will see Creative go head to head with Jetset Travelworld Group subsidiary Go Holidays, targeting Kiwi agents from across all franchise groups.

The move follows the recent appointment of Paul McGrath as Creative Holidays' new managing director (*TD* 06 Oct).

Creative Holidays "views this a significant opportunity for the development of the brand," the company said, with its full portfolio of 14,000 products in 57 destinations to be available in NZ. Further details aren't available

at this stage, but more information is expected to become available next week, White said.

Interestingly, the website www.creativeholidays.co.nz (as well as www.qantasholidays.co.nz) currently redirects to the site of NZ franchise group Mondo Travel.

Bali health alert

THE Australian Department of Health and Ageing yesterday issued an official disease alert for travellers to Bali.

The move follows the discovery of Legionnaire's Disease in a number of Australians recently returned from Bali, as highlighted by DFAT late last week (*TD* Mon).

Australia's chief medical officer, Professor Jim Bishop, said Bali travellers experiencing flu-like symptoms should consult their doctor or go to hospital emergency departments.

The Bali Hotels Association said it was taking the situation "very seriously," urging members to perform immediate spot checks of air conditioning systems.

A number of affected travellers had stayed at the Ramayana Resort and Spa in Kuta, and most had visited the same local shopping centre.

NT Muster coming

AFL legend Russell Robertson will be part of the upcoming NT Muster trade roadshows.

The free industry events will take place 07-11 Feb in the Gold Coast, Sydney, Canberra, Melbourne and Geelong, with APT being the major sponsor.

For more details and to register see trade.tourismnt.com.



Window
Seat

EVERYONE in the Australian travel industry was glued to their TV sets last night to see the first instalment of Oprah's Ultimate Australian Adventure.

One of Oprah's first activities once she arrived was a koala encounter on Hamilton Island, and a number of sharp-eyed *TD* viewers spotted Tourism Australia md Andrew McEvoy in the background.

It also appears that McEvoy may have immortalised a slightly embarrassing moment during the visit, when two of the koalas decided to get a bit frisky - and he whipped out his iPhone to capture the Oprah-humping moment for posterity.

DISNEY Cruise Line has officially named its new *Disney Dream*, in a lavish ceremony overnight at Port Canaveral, Florida.

Officiating at the ceremony was godmother and Grammy Award Winner Jennifer Hudson -



who has moved onto bigger things such as

Dreamgirls and Sex & the City since starting her career as an entertainer on *Disney Wonder* in 2003.

In true over-the-top Disney style, the new vessel's naming ceremony included a massive "magical 16-foot bottle" filled by Mickey Mouse and other Disney characters with "dreams of adventure, fantasy, friendship, romance and fun".

The bottle was hoisted across *Dream's* bow by a helicopter before being smashed in a huge cascade of champagne (below).



A smashing debut for Disney Dream.

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Travel Daily AU
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SYD, MEL traffic climbs in 2010

PASSENGER traffic through Melbourne Airport grew slightly faster than Sydney last year, according to figures released by both airports today.

SYD passenger numbers were up 7.8% for the year to 35.56 million, while Melbourne grew 10% to 27.2 million passengers during 2010.

Melbourne's record result was driven by a 14% increase in international passengers to 5.9m - more than twice the 6.9% growth rate for int'l traffic at Syd, which handled 11.3m international passengers during the year.

During Dec Sydney saw a 5.1% increase in passenger numbers, with international traffic up 1.7% to 1.08% and domestic numbers up 7.3% to 2.12 million.

Melbourne's domestic traffic during Dec was up 11% to 1.9m.

Melbourne Airport ceo Chris Woodruff said the result "reinforces the significance of Victoria's year round major events calendar as a key driver of tourism".

He also cited MEL's 24 hour operation, easy connections via its single terminal precinct, and proximity to the CBD as key drivers of the airport's success.

Both airports welcomed new services and capacity increases from a range of carriers.

During Dec major markets which grew at Sydney included China (up 18%), New Zealand (up 4%), Korea (up 4%) and India (up 2%).

Melbourne's fastest growing markets in Dec included the UK (up 20%), China (up 26%) and New Zealand (up 19%).

MEANWHILE Sydney Airport also today reported its annual profit, with earnings before interest, tax, depreciation and amortisation up 12% to \$773.3m.

Total revenue for the year was \$943 million, with the result "driven by the completion of a significant multi-year investment program across the business, solid increases across all revenue streams and strong traffic growth."

Retail revenue was up 10.5% to \$193m, while aeronautical revenue was \$344m, up 14.8%.

Kumba goes under

THE first low-cost carrier in Zimbabwe, Fly Kumba, has ceased operations just a year after its first flight.

The airline operated a single Boeing 737-500 leased from Air Namibia, with its main route being between Johannesburg and Bulawayo.

Newly French focus

TOURISM NSW, Tourism QLD, Tourism NT, Tourism Tropical North QLD, Qantas and Australie la Carte have partnered up to target the French honeymoon market.

Elements of the newly wed promo include print and banner advertisements in France, focuses on the regions as ideal honeymoon destinations.

Sommer's Great footsteps tour

UK BASED tour operator, Peter Sommer is offering a 20 day In the Footsteps of Alexander the Great tour to Greece departing on 02 May.

The new tour, will be led by Dr Michael Metcalfe, the co-editor of The Blue Guide to the Aegean Islands, is priced from £4275 (AU\$6860) including all meals and accom - www.petersommer.com.

SkyTeam KKs MEA

THE SkyTeam airline alliance has confirmed it will sign a deal with Middle East Airlines (SV) on 28 Feb to officially begin the process of the Lebanese carrier joining its network next year.

SkyTeam chairman Leo Van Wijk said last week that SV would allow the network to "compete more efficiently" within the Middle East region (TD 11 Jan).

LAN/TAM deal done

LAN and TAM Airlines overnight signed a binding deal to firm up its memorandum of understanding, signed on 13 Aug 2010.

The new agreement includes an Implementation Agreement and Exchange Offer Agreement that outlines the complete terms and conditions of the proposed combination of the Argentinean and Chilean airlines, subject to approval by govt authorities.

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You will be required to proactively seek new business opportunities as well as drive existing business with key travel industry partners and continue to build and maintain relationships, achieve revenue targets and provide regular product updates.

If you possess a high level of customer service, excellent communication and presentation skills, Fares and Ticketing I and II, good knowledge of Microsoft Office and have a positive attitude, we want to hear from you.

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jo.spoljar@worldaviation.com.au by close of business
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GLOBUS



Kumuka webinars

KUMUKA will again offer weekly 25 minute webinar sessions to agents in 2011, with upcoming classes being held on North America on 25 Jan and the Himalayas on 02 Feb.

Each state has been allocated its own designated time throughout the day - to register your interest go to kumuka.com/webinars.aspx.

Ecuador bargain

TEMPO Holidays has slashed the price of its nine-day Best of Ecuador itinerary by \$130, to \$2,554ppts, when booked and deposited by 30 Apr.

The tour includes a three-night Galapagos Islands cruise on the *mv Santa Cruz*.



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Silversea enriches

SILVERSEA is offering guests a range of enrichment programs featuring guest lecturers and specialists in their respective fields on a number of sailings in 2010.

The new 'Silver Perspectives' program includes talks from Egyptologists, a retired colonel from the Australian army, an int'l relations expert, an Archbishop, wine expert and a novelist.

For more info see today's issue of *Cruise Weekly*.

Expedia Face comp

EXPEDIA will be running a Facebook competition that will see three people battle it out to create the most compelling content for its Australian travel site, from 04 Feb to 07 Mar.

The winner at the end of the competition will win \$10,000.

"The interim administrators will receive extra points for being popular, creative, displaying an innate understanding of social media and Expedia.com.au, and for creating other potentially awesome material", Expedia says.

VX Mexican debut

VIRGIN America has commenced services to its third international destination overnight, with a new nonstop service between Los Angeles and Cancun, Mexico.

VX will also launch a new San Francisco-Cancun service today.

Open-source maps

AOL Inc subsidiary MapQuest has launched 'open-source' mapping technology, incl OpenStreetMap data, in eight new countries including Australia, overnight.

See open.mapquest.com.au.

SYD push in the US

TOURISM New South Wales will promote Sydney as "an attractive destination" for US consumers to visit, as part of the annual *G'Day USA* Australia Week trade and tourism event taking place this week across the States.

The major campaign features advertising in New York's Wall Street Journal newspaper, as well as outdoor signage in Los Angeles.

Tennis tkt winners

CONGRATULATIONS to Charles Deuchrass, AAA Tourism; Ria Hilderink, Reho Travel; Christina Moloughney, Emerald Travel; Swati Gupta, QBT and Anna Benjamin, I Need a Holiday. com.au who were yesterday's winners of tickets to the Australian Open, courtesy of Virgin Blue, in *TD's* mini-comp.

These readers have won two passes to tomorrow's day of tennis action at the Australian Grand Slam, by simply being the first five people to correctly reply to yesterday's question, which the answer was Roger Federer.

EK Airline of 2011

EMIRATES has been named Airline of the Year for 2011 by Air Transport World.

The award recognises Emirates' strong commitment to safety and operational excellence, financial performance and trendsetting customer service.

BAC 'Leave' idea

BRISBANE Airport Corporation staff have volunteered to convert a day of annual leave into cash to raise money for Queensland's Premier's Flood Appeal, raising almost \$100,000.

BAC is encouraging other firms to follow the initiative, which it says was originally started by Alliance Airlines.

NZ expands CO c/s

CONTINENTAL Airlines is seeking authority from the US Dept of Transportation to place Air New Zealand's flight code on its services between Los Angeles and Guadalajara, Mexico, from 18 Feb.

Europcar

Sales Account Manager (Online Travel Products)

Europcar Australia, one of Australia's leading car rental companies, is seeking to appoint a self-driven and dynamic Sales Account Manager (On-Line Travel Products) based at our headquarters in Melbourne.

In this role you will manage a portfolio of accounts and achieve maximum revenue with highest yield possible for the domestic and international online segment of the travel business.

Key Accountabilities and Responsibilities will include:

- Prospect for new business in the Travel Industry segment.
- Responsible for identifying sales opportunities, winning, planning and implementing of new business;
- Achieve maximum revenue with highest yield possible for your segment, specifically within the online channel;
- Administer and manage existing portfolio of Brokers & Online Travel Agencies on a National & Global basis. Work closely to form relationships with Partners within Segment;
- Meet or exceed revenue targets;
- Carry out regular reviews of account performance and adjust rates structures according to volume (minimum annually);
- Develop and maintain a consistent and efficient call cycle (Email & Telephone predominately);
- Develop specific strategies with Online Partners to maximise real estate exposure for Europcar branding and grow sales to ensure dominance and proactive practices;
- Complete and present tenders and procurement presentations in a timely and efficient manner – ensuring information presented is compliant with company standards and of a professional standard.

To be considered for this role you must possess the following:

- Effective communication skills, both written (general correspondence and report writing) and oral;
- Possess a positive energy and is self empowered;
- Passion and interest in e-commerce technologies;
- Sound interpersonal skills, with the ability to communicate at all levels;
- Works well under pressure and uses initiative;
- Negotiation/conflict resolution skills;
- Committed to providing excellent Customer Service both Internally & to external clients;
- Self motivated and achievement orientated;
- Must work well as part of a team;
- Ability to be flexible in an evolving work environment.

For more information about this position or to submit an application, please send your details to **Roberto Mignanelli**, quoting reference number **HO 51/10** to roberto.magnanelli@europcar.com.au

For a confidential discussion call Roberto on (03) 9330 6116.

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Industry Appointments

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

Tourism Australia has announced the appointment of **Tim Jones** as its General Manager, International (West). Jones will work with TA's offices in London, Frankfurt, Los Angeles and Auckland looking at the development of marketing strategies and plans.

Melbourne Convention and Visitors Bureau has appointed a new Communications Team. **Rebecca Elliott** has taken up the role of MCVB's Communications Manager and **Jonathan Horn** will come on as Communications Coordinator.

Hayman, Great Barrier Reef has chosen **Grebstad Hicks Communications** as its PR partner in Asia.

Chris Waite has taken on the role of Travel Business Group Channel Manager for Australia, NZ and the Pacific Island's for **Amadeus**. Waite moves across from his most recent position as NSW Product Manager for Flight Centre's retail and corporate businesses.

Travelport has named **Gillian Gibson** at its new Chief Marketing Officer, with the role commencing effective immediately. Gibson's most previous role was with Amadeus IT Group holding a number of senior global commercial roles.

African Wildlife Safaris and Natural Focus Safaris has announced **Dan Maher** to the role of sales & marketing, Queensland. Maher has 30 years industry experience and has a vast knowledge of Africa, South America, India and Canada.

Albatross Travel Group has appointed **Stephen York** as its National Sales Development role. York has previously worked for Contiki Holidays, Thomas Cook and Flight Centre.

Air Mauritius' Melbourne office has named **May Battista** as its new Sales Executive and **Steven Fisher** as the new Airport Representative. Battista moves across from the Accor Group hotel and Fisher from Qantas Airways.

FCm Travel Solutions has appointed **Maren Hanschke** as its director of the Latin America network. The Mexican based travel corporate travel specialist previously worked with FCm for three years in preparation of the Latin American partner network.



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In order to apply, you will need to fill in an application form which is available on our webpage. A full job description is also available on www.intrepidtravel.com.

Incomplete applications will not be accepted, so please complete our application form and submit this along with your resume to employment@intrepidtravel.com

QF YQ tax to DFW

QANTAS says it's making changes to the YQ fuel surcharge following the launch of new services to Dallas/Fort Worth (**TD Fri**), effective 16 May 2011.

DFW has now been added as a new Qantas gateway city for the application of journey-based fuel surcharge to/from the USA for tickets issued world-wide.

MEANWHILE, QF has raised the domestic QR tax from \$7.87 to \$14.00 and the WY tax to \$21.36 at Cairns Airport.

Qantas will also introduce a \$15.18 per adult and \$8.00 per child QR tax for its new WA port of Learmouth (**TD yesterday**).

Furthermore, Brisbane Airport's Safety and Security charge for int'l travel will be reduced to \$2.94, effective 01 Feb.

EU liquid ban off?

THE European airports association has voiced its concern about the European Union's plan to lift the passenger carry-on baggage liquid ban in Apr, saying it's moving too quickly and could endanger travellers security.

The Apr lift for EU travellers flying to non-EU countries will mean they can take liquids, gels and aerosols purchased at airports onboard flights, as a preliminary step towards a full ban lift in Apr 2013.

The group believes it's too soon due to current technology used.

CORPORATE COMMUNICATIONS MANAGER

An exciting opportunity exists for a media and communications professional to join the Australian Tourism Export Council (ATEC) – the peak industry body representing Australia's \$26 billion tourism export sector.

ABOUT US

With a National office in Sydney and nine branches throughout the country, ATEC is committed to improving the business opportunities of our 1100 Members across Australia. As the voice of Australia's third largest export earner, we are a key opinion leader and policy-driver to all levels of Government.

ABOUT THE ROLE

Based in Sydney, and reporting to the Managing Director, the Corporate Communications Manager is responsible for the effective and timely dissemination and communication of ATEC policies, programs and initiatives to Members, Media and key Stakeholders. This is a challenging role that offers the opportunity to build

upon an existing strong National profile and to design and deliver a Corporate Communications strategy that supports ATEC's business objectives.

ABOUT YOU

The successful applicant will:

- Have strong communications and media relations skills (and contacts);
- A minimum of 5 years experience in a Communications/Media role within Government or a related private sector industry;
- Demonstrate expertise in writing and producing a range of publications;
- Have experience in policy development in the Australian political environment; and
- Be prepared to work out of usual work hours as/if required

To request an information pack, including a position description and outline of the key selection criteria, please contact Vickie Osborne at vickie.osborne@atec.net.au.

Applications should include your CV and be accompanied by a detailed response as to how your experience and expertise address the key selection criteria for the role. A competitive salary package will be negotiated. Applications should be sent by email to vickie.osborne@atec.net.au and must be received by 6pm (Sydney local time) on Friday the 4th of February, 2011



Minder Hotel deal

ONLINE hotel distributor SiteMinder will create a link for accommodation broker, The Hotel Network, to offer real-time inventory for its customers.

The Hotel Network has 4,500 Australian properties on their booking & management services site, targeting travel agents, large companies and State and Federal Government agencies.

LHR Express app

HEATHROW Express has unveiled its new mobile application that allows travellers between central London and Heathrow airport to purchase tickets via smartphones.

The free app will send a 2D bar code and reference number to the phone within 30 seconds of buying the ticket.

AA orders 777-300s

AMERICAN Airlines has signed a deal with Boeing to acquire two Boeing 777-300ER aircraft, scheduled for delivery late 2012.

AA says the aircraft are part of its global network strategy to capitalise on international growth opportunities.

MAS celebrates in PER



ABOVE: Malaysia Airlines hosted a function to celebrate its new direct service from Perth to Kota Kinabalu last week.

The event, held on the roof top of the Bell Tower in Perth, was attended by 70 people including special guest, YB Datuk Masidi Manjun, the Minister of Tourism Culture & Environment of Sabah.

Pictured here getting ready to

cut the funky cake *from left* are: Chali Awang, Malaysia Airlines Area Manager WA/NT; Ignatius Ong, MH, Regional Senior Vice President Aust/NZ/SWP; Brad Geatches, ceo Perth Airport WAC; YB Datuk Masidi Manjun; Datuk Irene Benggon Charuruks, General Manager of Sabah Tourism; Dato Bernard Francis, MH, Executive Vice President Sales & Marketing.

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.3: Which resort in Port Vila has a 12-hole golf course and a kids club?

Hint! Visit: www.vanuatu.travel

Click here for terms & conditions



Amex agent push

US TRAVEL agents are being encouraged to book their clients' trips using American Express cards, with a major incentive offering a first prize of US\$15,000 in American Express Gift Cards and a trip to Las Vegas.

The 'Win with Amex Sweepstakes' invites IATA or CLIA-accredited US-based agents who book cruises and tours on any American Express Card to register on a special website, with monthly prizes for top sellers in addition to the major prize.

The incentive follows a similar "wonderful and successful contest" which operated in 2010.

Travel Daily
First with the news

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

GSR back online

GREAT Southern Rail is advising that its email and phone systems have now been restored, after a power failure caused technical difficulties with rail bookings made online until 11am on Wed.

Agents experiencing problems should call 13 21 47 or email senquiries@greatsouthernrail.com.au

Japan Airlines reveals new ID



ABOVE: THE JAL Group has now revealed its new logo (*TD* yest.), which it says "symbolises a fresh start for the airline group with its strengthened commitment to society and reinvigorated determination of the management and all employees."

The revamp sees the relaunch of the crane to its livery (which last appeared in May 2008), and a new font, which is very similar to that of oneworld partner airline and Australia's own, Qantas.

New liveries will start to appear first on JAL's Boeing 767-300ER aircraft which are used on international services from Apr.

Getaway returns

CHANNEL Nine's dedicated travel program *Getaway* returns to TV screens in Australia for 2011 tonight, with a special Australian themed episode on Nine's *GEM* featuring a re-run on stories include:

- Uluru by helicopter
- Cradle Mountain
- Sailing in the Whitsundays
- Indigenous Experiences
- Lake Eyre, and much more

The show will be telecast at 7:30pm tonight, and the first *Getaway* episode of 2011 will air next week on Thu 27 Jan.

BCD travel

**Sales Manager
Sydney Based**

The position of Sales Manager involves working with the Manager of National Sales to drive new business sales in the region aligning with a Global, Regional and Local focus.

The role is responsible for winning profitable new accounts by using effective sales and marketing techniques. You will be based in the Sydney Office and be responsible for directing, coordinating, supporting and reporting on sales activity across the region.

Your revenue driven style and focus on market share growth will complement your skills on how to sell and think outside of the square to secure new business.

You will have a proven track record of managing the sales function in a growing business and previous sales experience in the corporate sales arena is preferred. An effective communicator and negotiator, you operate well in a dynamic environment.

If you are interested in joining our global company with a local focus, please forward your application to:

Nicola.fowkes@bcdtravel.com.au



a fresh approach
to business travel

Find the Right Fit!

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Hot Jobs (Australia) - January 2011

Sydney - 02 9231 6444 - nswjobs@tmsap.com
Melbourne - 03 9602 1809 - vicjobs@tmsap.com
Brisbane - 07 3221 9916 - qldjobs@tmsap.com

Adelaide & Perth - 02 9231 6444 - sajobs@tmsap.com, wajobs@tmsap.com
Executive Positions - 02 9231 6444 - sally@tmsap.com

Temp or Contract Executive - [Alex and Sharon](mailto:AlexandSharon@tmsap.com)
- [Sally Frape](mailto:SallyFrape@tmsap.com)

JOB OF THE WEEK!

EXECUTIVE RECRUITMENT CONSULTANT, Travel & Hospitality

- Central CBD office
- Relaxed working environment
- Pkg \$100k +

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.

Contact **Fujio** at TMS Asia Pacific T: 02 9231 6444 E: fujio@tmsap.com

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

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.

Contact Sharon Moss T: 02 9231 6444 E: sharon@tmsap.com or [apply online now!](#)

International Retail Travel Consultant - Perth

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

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

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

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.

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

Corporate Travel Consultant - Perth CBD

- Excellent company benefits
- Salary up to \$50k - depending on experience
- Immediate start

Want to work in Corporate Travel? This renowned travel company requires a Corporate Consultant. Ideally you will have previous consulting experience. 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.

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

Business Partnership Manager

- 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.

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

Business Development Executive

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

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

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



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hospitality industries in Asia Pacific



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EXCITING NEW ROLES AVAILABLE NOW FOR TALENTED EXECUTIVES

**** HOT NEW ROLES IN HONG KONG ****

GLOBAL TRAVEL PROGRAM MANAGEMENT x 2
HONG KONG – SALARY PACKAGE NEG ON EXPERIENCE

Do you have experience in global account management in a world class environment? The focus of this role is on optimizing the value from the clients' travel program whilst ensuring the profitability targets of the company are met. It requires a strategic approach to the complexities of global travel programs providing leadership, business planning, and the provision of high level contract and relationship management to the client.

SET YOUR GOALS HIGH WITH A LEADING BRAND
BUSINESS DEVELOPMENT – RETAIL NETWORK
SYDNEY – SALARY PACKAGE TO \$90K

We're looking for a commercially astute Sales professional who has the ability to manage consultative relationships with clients to develop business opportunities and grow revenues. This role requires very strong face-to-face sales experience and advanced communication skills. The ability to travel frequently is essential as is a valid drivers license. This unique position is with a leading Brand and a growing organization.

THERE'S A SALES ROLE HERE THAT SUITS YOU
INDUSTRY SALES – SYD X 3 / MEL X 2 / PER X 1 / BNE X 1
SALARY PACKAGES RANGE TO \$70K + BENEFITS

If you're a highly motivated Sales-savvy individual who would like nothing more than to represent beautiful international product, be quick to secure one of these new positions. All are with leading, well respected Brands and all come with great salaries, bonuses & incentives, travel benefits, car or allowance, and will put you in the limelight out amongst the travel industry. If you can grow sales, you'll thrive here.

RIDE A WAVE OF SUCCESS IN A REVENUE ROLE
REVENUE ANALYST
SYDNEY – SALARY PACKAGE TO \$75K

Ride the wave of success with this luxury Brand. If you have the experience in revenue analysis, pricing, reporting and communicating across the business this role will use all your talents. You must be highly numerate with exceptional attention to detail and advanced Excel skills. This is a diverse role that will allow you to expand your skills and be rewarded with amazing benefits and a great team environment.

SUPERB SALES MANAGEMENT ROLES IN THE WEST
STATE MANAGER X 1 / SALES MANAGER X 1
PERTH – SALARY PACKAGES TO \$100k

Here are two great reasons why the west is booming. As a senior industry sales professional you will be responsible for growing and developing regional activities while committing your skills to a company who is well recognized and growing at a fast rate. These roles are available now through AA's Melbourne office so for more information and insight into these fabulous top level opportunities apply today!

BE PART OF THE ONLINE REVOLUTION
JUNIOR ACCOUNT MANAGER
SYDNEY – SALARY PACKAGE TO \$65K

To see your career moving forward you need to consider working with a growing international company in the hottest space in the market – Online. If you have experience in hotel sales or contracting this new position will have you out negotiating and building relationships with hotels and supporting a growing team. Beautiful modern CBD offices and the opportunity of fast progression for the right person.

THE TIME TO SWITCH IS NOW
WHOLESALE RESERVATIONS MANAGER
MELBOURNE - SALARY PACKAGE TO \$65k + BENEFITS

Here is your chance to shine in a management role with a growing company. As an experienced wholesale reservations manager you will have the ability to lead & develop staff along with working hands on in reservations as required. Your experience will stem from working in a similar role within wholesale and a solid background in the management of staff. Earn additional benefits and join a forward moving company.

EXCITING OPPORTUNITY TO TAKE CONTROL
CORPORATE TRAVEL OPERATIONS MANAGER
MELBOURNE - SALARY PACKAGE TO \$90k DEP ON EXP

This unique corporate travel management company is looking for a senior leader who has the ability to gain the best from their staff. Overseeing a team of consultants you will need to possess the required skills and have exceptional knowledge of corporate travel, training & development and client relations. This role allows you to take full management control of a modern office environment in a great location.

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

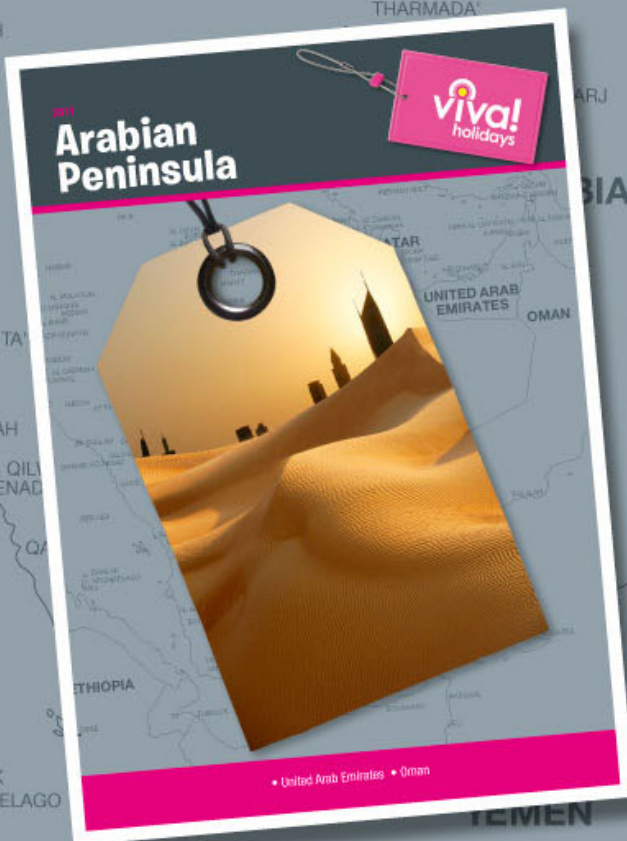
Kathryn Heberton
VIC, SA, WA
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

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2011

Out Now!



Arabian Peninsula

Viva! Holidays are excited to announce the release of our fresh, new, easy-to-read 2011 Arabian Peninsula brochure (for travel 1 Nov 2010-31 Oct 2011) incorporating a large selection of hotels, sightseeing, touring and transfers.

[Click here to take a look.](#)

Viva! Holidays 2011/2012 brochure range



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

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

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

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

Agency Name: _____ Consultant: _____

Ticket Numbers: _____

Claim Date: _____

Melbourne
Telephone: 03 9251 5044
Facsimile: 03 9663 2095

Sydney
Telephone: 02 9394 1402
Facsimile: 02 9247 7907

Brisbane
Telephone: 07 3334 2000
Facsimile: 07 3221 3771

Adelaide
Telephone: 08 8203 8001
Facsimile: 08 8231 1220

Perth
Telephone: 08 9442 6000
Facsimile: 08 9481 0590