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**Travel Daily AU**

First with the news

Mon 24 Jan 11 Page 1

EDITORS: Bruce Piper and Guy Dundas  
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## RCI chases loyal cruisers

ROYAL Caribbean International has today announced a major revamp of its 'Crown & Anchor Society' loyalty program, giving more benefits to frequent cruisers on the line's voyages across the globe, including Australia.

The change, which is valid for all sailings worldwide from last Fri 21 Jan, sees the introduction of 'Cruise Points' based on cruise length, rather than the previous arrangement which related to the number of cruises taken.

New tiers have also been added to the program - including a top level 'Pinnacle Club' which is for people who have been on at least 100 Royal Caribbean cruises.

There's also a new Emerald level, between the already existing Platinum and Diamond.

### AW cruise only brox

ADVENTURE World has launched its first ever dedicated brochure to cruises, dubbed Cruise Adventures - for more details see *Brochures of the Week* on pg five.

### Six pages of news!

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

- AA Appointments
- Aircalin

Senior vice president of marketing, Betsy O'Rourke, said the changes followed feedback from members, providing a "more equitable way for our members to advance to the next level".

The move also includes a relaunched website which gives members the ability to make custom settings such as automatic upgrades when a higher category stateroom becomes available.

All existing program benefits are retained, including the US\$200 bonus when guests book their next Royal Caribbean cruise onboard.

### SQ fuel levies rise

SINGAPORE Airlines this morning announced that it will increase its fuel surcharge for SQ and Silkair tickets issued from 27 Jan "as a result of the recent sharp and sustained escalation in the price of jet fuel".

The surcharge for flights between Australia and Singapore moves to US\$88 per sector for economy class, while the levy for economy sectors from Singapore to Europe rises to US\$128.

Higher fuel surcharges apply for SQ business and first class, with the carrier saying the changes are an increase of between US\$3 and US\$27 per sector, depending on the distance and class of travel.

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Page 2

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[CLICK HERE](#)

Sale Period 15 Jan - 4 Feb, 2011. Refer to your GDS for details

## ROK reopens

QANTASLINK and Virgin Blue have today recommenced flights to flood-hit Rockhampton, after the reopening of the Queensland regional city's airport.

QantasLink said this week it's operating larger 74-seat Q400 aircraft on all ROK sectors to provide as many seats as possible.

Services by both carriers will be phased in, with some runway limitations seeing the operation of daylight flights only.

However a full schedule of normal services is set to resume over the next couple of weeks.



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## HMAA hails Oprah impact

THE four Oprah Winfrey shows which screened in the US last week will "provide a much-needed boost to inbound tourism arrivals and occupancy levels," according to the Hotel Motel & Accommodation Association.

An HMAA statement issued this morning says the organisation is expecting a "strong spike" in Americans visiting Australia, and hails tourism authorities for organising the visit.

The cost of the trip was "money well spent by the federal and state governments, and a terrific kick start to Tourism Australia's goal of doubling overnight expenditure in Australia's tourism industry by 2020," said HMAA ceo

### New Tas tourism ceo

TOURISM Tasmania is seeking a new chief executive officer, following the appointment of former ceo Felicia Mariani as head of the Australian Tourism Export Council (TD 26 Oct).

Mariani has now started in her new role, with former ATEC chief Matt Hingerty stepping aside.

In newspaper advertisements last weekend Tourism Tasmania said it's looking for an "outstanding, visionary leader... to continue Tourism Tasmania's success in a complex, ever-changing, competitive industry".

Lorraine Duffy.

She cited a recent study by tourism academic Roger March which estimated that Australia only needs to attract an extra 1350 travellers from the US to cover the \$3m cost of the show.

Duffy also said the Oprah shows could boost domestic tourism, as a "timely reminder about the amazing experiences that this country offers visitors travelling from interstate or even within their home state or territory".

### QH Aussie incentive

QANTAS Holidays has launched a new incentive, offering the travel agent who books and deposits the highest number of domestic air and land packages from now until the end of Feb, the chance to win a \$1,000 QHols voucher.

Bookings need to include a minimum of one domestic air and land package, for travel between 01 Feb-30 Jun to be eligible.

For full details on the incentive see [qantasholidays.com.au/agents](http://qantasholidays.com.au/agents)

### AA JFK boost

AMERICAN Airlines will double its flights between Dallas/Fort Worth and New York JFK to 14 flights per week from 09 Jun, with the move providing more New York connections for QF's new SYD-DFW-BNE-SYD flights.



MOBILE phones can be a lifesaver when travelling - in more ways than one.

A 13-year-old boy in Norway has managed to escape from a pack of wolves, by playing heavy metal music on his mobile.

Walter Acre was confronted by four of the ravenous beasts while walking home from school - but just when they appeared to be about to attack he whipped out his phone and cranked up a Megadeth song.

The thumping heavy metal "sent the animals scattering in confusion," according to Russian gossip website Zvuki.ru.

AND while we're on the subject, a mobile phone in Ukraine has caused some consternation after it was swallowed by a crocodile.

Workers at a Kiev aquarium initially dismissed claims by a visitor that the reptile had eaten her phone after she accidentally dropped it into an enclosure.

That was until the crocodile's stomach began ringing.

Authorities say the reptilian exhibit "may need surgery" if the phone doesn't get digested.

STAYS at this new Spanish hotel are set to be total rubbish.

The temporary Beach Garbage Hotel in the centre of Madrid has been created to coincide with the country's annual Fitur tourism trade show.

The hotel's walls are covered with flotsam, jetsam and rubbish washed up on beaches in the UK, France, Germany, Italy and Spain.

It's the work of German artist Ha Schult, who said he created the property "because the oceans of our planet are the biggest garbage dump".

"We wanted to show what our holidays could become if we don't clean our beaches," he said.

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## TNZ launches website revamp

TOURISM New Zealand is expanding the social media side of [www.newzealand.com](http://www.newzealand.com), with new functionality which allows users to contribute their own stories and photos of New Zealand travel.

The Explore New Zealand site has launched in beta mode, with its content, design and functionality "set to evolve".

Consumers who have travelled in New Zealand are able to register online to upload their travel experiences, and the site also allows suppliers to add their own articles - along with instantly bookable travel deals.

The revamped site is arranged around the various tourism regions of New Zealand, and articles are organised by tags which allow users to find content that interests them.

Users are also able to "collect" items as they browse around the site, which get added to a personal travel planner.

The new website follows the '100% Pure You' campaign which launched earlier this month (TD 10 Jan), which is the result of research which suggested NZ could "further increase its appeal as a holiday destination by personalising its marketing message".

The site is currently available customised for 10 markets incl Australia, Canada, the UK, US, Germany/Switzerland, India, Ireland, Japan, China and Korea.

Interestingly, the site also invites travellers to contact "New Zealand Specialist" travel agencies, listing a total of 34 Kiwi Specialist agencies in Australia - 11 in NSW, eight in Vic, six in each of WA and Qld, and one in SA, Tasmania and the ACT.

Full contact and website details of each agency are included, and there's also a separate index for NZ Travel & Tour Operators in Australia in categories such as coach, cruise, self-drive and ski.

## Game, Set, Match - APT



ABOVE: APT hosted this group of Victorian agents to a smashing day of tennis at the Australian Open last week.

The group celebrated APT's Australian product, including the recently launched Outback Wilderness Adventure range, and in the best Aussie spirit cheered on Australian favourites Alicia Molik and Sam Stosur who won those respective matches.

Making a racquet in the stands are, from left, top row: Anne Heitsch, Croydon Travel; Shaun

Abbott, Cruiseabout; Jo Price, Flight Centre Southland; Melinda Wouda, APT; Jenny Edwards, Custodian Travel; June Salter, Meridian; Scott Ellis, APT; and Sue Ritter, Travel Plus.

Bottom row: Melissa George, Beaumaris Travel; Jackie Schurmann, Harvey World Travel Ascot Vale; Cristy Joslin, Jetset Williamstown; Libby Purtell, Travelscene Frank Ford, Ballarat; Ria Hilderink, Reho; Susan Haberle, APT; Leanne Russell, Colac Travel; and Matthew Lunn, APT.

# AVIS

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The successful candidate will be a motivated self-starter with demonstrated travel industry experience and a commitment to customer service. Excellent negotiation and communication skills are essential.

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Fax: (02) 9353 9080  
Email: [jenny.lorkin@avis.com.au](mailto:jenny.lorkin@avis.com.au)

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If you are looking for an exciting career in the travel industry send your CV to [careers@stellatravel.con.au](mailto:careers@stellatravel.con.au)



# Hunter crowd beats record



TRAVELWORLD Hunter Travel Group in Newcastle reported its largest ever crowd at its annual Holiday and Cruise Expo on the weekend of 15/16 Jan.

The six hour show (left) has seen early estimates of bookings received well over the \$1 million mark.

THTG said crowds were 50 metres deep to get into the Expo for most of the morning and booking lines were just as busy, with the Group recording 12,000 people walking through the door.

The firm said that while the show attracted a large attendance record, the number of exhibitors was at its lowest, according to managing director, Brett Dan.

"Many potential exhibitors not placing value on direct trade to consumer events as has been demonstrated in the past," he indicated. It was the 31st annual expo the group has held.

## Greyhound 20% off

GREYHOUND Australia has a 20% discount on Express tickets for travel between Sydney-Cairns.

Fares start from \$15 with stops at the Gold Coast, Brisbane and Cairns, for travel until 28 Feb.

## EY Morocco move

ETIHAD has started codesharing on the Royal Air Maroc network including flights to Marrakech, Tangier, Dakar and Ouagadougou.

## Kiwi mobile site

KIWI Collection has launched a mobile version of its website, that offers search, booking, full mobile payment and image galleries - see [www.kiwicollection.com](http://www.kiwicollection.com).

## Fiji cruise discount

BLUE Lagoon Cruises in Fiji is extending its 50% off discount on all three, four and seven day Yasawa Island cruises for departures before 28 Feb.

## 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](mailto: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](mailto:vickie.osborne@atec.net.au) and must be received by 6pm (Sydney local time) on Friday the 4th of February, 2011

**ATEC**  
Australian Tourism Export Council  
The Voice of Inbound Tourism

# US Airways signs deal with Expedia

ONLINE travel giant Expedia has announced a new "multi-year partnership agreement" with US Airways, which will see the full range of the carrier's products and services available through Expedia, Hotwire and Egencia sites around the world.

The deal has seen US Airways commit to offer all of its content to Expedia "through the Global Distribution System model" - in contrast to American Airlines which is currently in dispute with Travelport over a new direct connect model.

Expedia has also committed to working with US Airways to enable the distribution of the airline's 'Choice Seats' product (which allows customers to buy window or aisle seats near the front of the economy cabin) "through new channels, including the Expedia online travel marketplace".

US Airways said the carrier was committed to making it as easy as possible for customers to purchase tickets through as many sources as possible.

Expedia customers will gain greater access to all fares across the US Airways network.

## Pax numbers spike

NEWCASTLE Airport reported a 4% year-on-year increase in pax movements in 2010, to achieve its highest traffic result on record, a whopping 1,181,261 passengers.

AND, passenger figures at Gold Coast Airport in 2010 were also up a combined 12.3% year-on-year, to nearly 5.5 million movements.

Int'l movements were up 16.3% and domestic was up 11.6%

MEANWHILE, Brisbane Airport achieved a 9.8% and 3.2% increase in int'l and domestic air passenger movements respectively in Dec.

The combined figure for Dec 2010 was 1,795,286 passenger movements, up 8.2% on last year.

## WIN THIS HAMPER!



This week German National Tourist Office is giving Travel Daily readers the chance to win this sensational hamper (pictured above).

The hamper is full of goodies from Germany: traditional sausages; Germany style bread and pasta; jam; dessert crême; a selection of chocolates; gingerbread; a desktop photo holder; Oktoberfest glass figurine; a dumpling kit; mini cookbook and a bottle of Schnapps.

For your chance to win this great hamper, simply send in an answer to the question below by COB on Friday 28th Jan.

**In 25 words or less tell us which area/s of Germany you would recommend to your clients wishing to enjoy a gourmet experience and why?**

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



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## Brochures of the Week

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



**Newmans Holidays - New Zealand Ski 2011**  
This new ski program (*TD* 18 Jan) features a broad range of winter holiday options across 'the ditch', including over 30 accommodation choices, three car rental companies, seven ski mountain resorts, ski lift passes, equipment rental and lessons. For a copy of the brochure contact [www.tifs.com.au](http://www.tifs.com.au), or call 1300 130 525 for more details.



**SkiMax - Southern Hemisphere Ski 2011**  
A new winter brochure for the Southern Hemisphere has been created for skiers and boarders travelling to the alpine resorts in New Zealand, South America and Australian Alps. A number of packages are on offer, as well as value of money direct Queenstown airfares ex SYD and BNE priced from \$599. Brochures through TIFS.



**Adventure World - Cruise Adventures 2011/12**  
This new worldwide cruising program showcases the best cruise products in Adventure World's portfolio. Extra product from new GSA partners American Safari Cruises, InnerSea Discoveries & Lindblad Expeditions has been added for the season. It features icons highlighting Luxury Journeys and Wildlife options. Contact TIFS for a copy.

# Summer Sale

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## BA set for strike

THE long-running dispute between British Airways and its cabin crew looks set to continue, with the Unite trade union confirming that a ballot last Fri has resulted in a vote approving strike action.

No dates have been set for the proposed walkout, but BA said that it has "strong contingency plans in place" which would see it operate 100% of its long haul London Heathrow flights.

## QR \$778 Europe fare

QATAR Airways is offering an incredible \$778 inclusive return fare from Melbourne to Europe.

The fare, valid from MEL to Brussels including tax, is on sale for bookings to 16 Feb and travel 30 Jan-18 Feb on Qatar Airways' full service flights via Doha.

## Mesa out of a mess

US AIRWAYS will acquire a 10% stake in Arizona-based carrier Mesa Air as part of a restructuring plan to move the regional airline out of Chapter 11 bankruptcy protection in the US next month.

Mesa Air filed for Chapter 11 protection about 12 months ago.

The airline has debts of around US\$2 billion, and since last year has taken measures to reduce costs, including winding back its fleet of aircraft from 178 to 76.

## EY looking at VS

ETIHAD Airways has expressed 'top level interest' in purchasing Virgin Atlantic, according to a report in the UK Sunday Times overnight.

The story said EY chief James Hogan had written to VS advisor Deutsche Bank about the possibility of a deal.

Virgin chief Richard Branson has engaged Deutsche Bank to carry out a strategic review of VS, which could reportedly lead to an alliance with other airlines or even a sale of the business.

## Nepal strandings

ABOUT 150 tourists from around the world have been stranded at Tenzing-Hillary Airport in the town of Lukla, eastern Nepal for almost a week due to bad weather.

It's believed several Australians are among the group, which also includes travellers from the UK, New Zealand and China.

## Coral Seas bonus

CORAL Seas has a 4-night deal at the InterContinental Golf Resort in Fiji including Pacific Blue fares, transfers, brekkie, dinner daily, and a F\$250 Resort Credit per room, priced from \$1,479ppts.

See [coralseas.com.au](http://coralseas.com.au) for dates.

## VX axes Toronto

VIRGIN America will 'indefinitely suspend' services to Toronto from 06 Apr, deciding to move capacity to other more lucrative markets, including Dallas/Ft Worth.

VX is lifting frequencies to DFW to thrice weekly after "injecting new competition" to the market since it launched services to the Texan hub late last year.

Dropping Toronto will mean the Virgin Blue Group's sister airline can also beef up capacity from San Francisco to San Diego, Las Vegas and Washington Dulles.

## Mobile info nights

HOME-based travel agency network TravelManagers is holding information evenings for potential new members across the country next month.

Events are planned for 6pm in Sydney on 08 Feb, Melbourne on 10 Feb, Brisbane on 15 Feb and Perth on 28 Feb, locations TBA.

African Wildlife Safaris/Natural Focus Safaris, is a long established wholesaler specialising in tailor-made travel to Africa, Canada/Alaska, India, Bhutan, South America, Antarctica & The Arctic. View our website at: [www.africanwildlifesafaris.com.au](http://www.africanwildlifesafaris.com.au)

## RESERVATIONS MANAGER Melbourne

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## BDM - SALES MANAGER NSW & ACT - Sydney

We are seeking an experienced Sales Representative in NSW. The successful applicant will be Sydney based, and primarily responsible for the promotion and education of our portfolio to the travel industry. The role will require you to manage existing travel agent relationships as well as develop and establish new ones. Participating in marketing events like trade shows, seminars and consumer nights are some of the aspects of the role. Previous experience as a BDM is a distinct advantage as well as first hand travel to Africa. Salary negotiable including benefits, must have own transport and be willing to travel regional/ interstate & overseas when required. Applications by email only please to: [jobapp@awsnfs.com](mailto:jobapp@awsnfs.com)





## Q1's Sky Point back

MANTRA Hotels, Resorts and Apartments has announced its Q1 Resort and Spa in the Gold Coast, Queensland has relaunched its Sky Point Observations Deck, following a recent refurbishment.

## IATA warns Canada

THE International Air Transport Association (IATA) says Canada as a tourism destination is losing its "competitive edge", and won't be able to improve its air transport & travel sector until it addresses its issue of "taxation and regulation, security and the environment".

During a speech to the Montreal Council on Foreign Relations IATA's director general and ceo Giovanni Bisignani said that Canada had dropped down to 15th position on the most visited country in the world list in 2009, a decrease of seven places since 2002.

"Compared to the United States, a visit to Canada is US\$160 more expensive," Bisignani said.

## Hyatt rebrand

HYATT Hotels Corporation has signed an agreement which will see the rebranding of the Ocean Resort Hotel Waikiki to the Hyatt Place Waikiki.

The 425-room hotel will undergo an extensive refit before reopening in the second quarter of 2011.

## Capricorn campaign

QUEENSLAND'S Capricorn Coast has launched a TV advertisement to promote its recovery campaign following flooding this month - see [youtube.com/watch?v=FXhjw6lyoo0](http://youtube.com/watch?v=FXhjw6lyoo0).

## 7Wonders voting

AUSSIES are being urged to vote for Uluru and the Great Barrier Reef in the New7Wonders of Nature by Tourism Australia - go to [www.n7w.com](http://www.n7w.com) to cast votes.

## Central Coast Tourism Board



ABOVE: Central Coast Tourism last week announced its new board, consisting of three skills based positions, four board members elected by membership and two representatives from the local government areas.

The last two positions will be held by Tony Sansom & Susan Davis.

The board are pictured here, from left, Barton Lawler, Glenworth Valley Outdoor Adventures; Bob Diaz, ProDive Central Coast; Phil Walker, Mingara Recreation Club; Matt Hingerty, former ATEC ceo and local resident; David Bark, Crowne Plaza Terrigal; Tara Mills, Wyong Shire Council; Bob Graham, Deputy Mayor, Wyong Shire Council; and Peter Evans, Avoca Beach Heritage Villas.

## EK frequentflyer site

EMIRATES appears to have taken over the domain name 'www.frequentflyer.com.au', which was formerly the site of a popular online travellers blog.

Typing in the web address brings up the Australian Emirates website, with the previous blog site now accessible at [australianfrequentflyer.com.au](http://australianfrequentflyer.com.au).

## 4 new Delta Clubs

DELTA Air Lines will open four newly renovated Sky Club's during Jan as part of its \$2m investment.

The facility at Minneapolis-St. Paul will be the first DL Lounge to open, followed by lounges at Atlanta, New York City's LaGuardia and Philadelphia.

## Austrian National Tourist Office

### Marketing Executive

The Austrian National Tourist Office is currently looking for a highly motivated travel industry professional to join our Sydney team.

This unique position offers a lot of variety to keep you interested! As a marketing executive your role incorporates trade marketing with a strong focus on e-marketing.

You will be responsible for all elements of e-marketing including updating of the website, b2b and b2c newsletter campaigns, analysis and reporting. You will organise marketing activities including print productions, handle consumer requests, and assist with event management. Your role includes domestic and international travel (to Austria).

#### Essential qualifications:

- Minimum 3 years travel Industry experience in Australia in a marketing role
- Strong e-marketing skills (content, implementation, analysis, reporting)
- Extensive knowledge of Austria as a tourism destination (absolutely essential!)
- Excellent German language skills (native speaker a bonus)
- Expertise in writing for on-line and off-line publication
- Communication and presentation skills
- Strong computer skills (Microsoft office/Adobe, HTML/CMS)
- Some administration experience
- Graphic design knowledge highly desired
- Teamplayer, strong attention to detail, engaging personality

If you have the above skills and drive to join our organisation, please send your application by 4 February and in confidence to:  
 Astrid Mulholland-Licht, Director, Austrian National Tourist Office  
[astrid.mulholland@antosyd.org.au](mailto:astrid.mulholland@antosyd.org.au)

## 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](mailto:vanuatucomp@traveldaily.com.au)



**Q.4: What are the three main tourist islands in Vanuatu?**

Hint! Visit: [www.vanuatu.travel](http://www.vanuatu.travel)

Click here for terms & conditions



**Air Vanuatu**

**DISCOVER Vanuatu**  
WHAT MATTERS

**WARWICK Le Lagon**  
RESORT & SPA • VANUATU

**Travel Daily**  
First with the news



## EXCITING NEW ROLES AVAILABLE NOW FOR TALENTED EXECUTIVES

### WATCH YOUR CAREER TAKE OFF

**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.

### THE ART OF BUILDING A BUSINESS

**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.

### THE CREAM ALWAYS RISES TO THE TOP

**INDUSTRY SALES x 3**  
**SYDNEY - 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.

### CELEBRATE YOUR ABILITY TO WIN BUSINESS

**CORPORATE SALES MANAGER x 2**  
**SYDNEY – SALARY PACKAGE DEPENDING ON EXPERIENCE**

This new Sales position will allow you to bring your innovative and energetic approach to business development in the corporate market focusing on new business opportunities and monitoring all local market activities. You'll be joining a dynamic fun-loving team who celebrate success and encourage ongoing career development. This large company will continue to expand and the rewards will come.

### SALES ROLES ARE RUNNING HOT

**BUSINESS DEVELOPMENT MANAGER X 2**  
**MELBOURNE - PACKAGE TO \$70k including car allowance**  
With 2 great new sales roles in the Melbourne market now is the time to move and join a new product. As an on the road sales executive you will know how to deliver outstanding results and be confident in building agents trust and delivering the service they require. Head off on exciting famils and have a product under your arm you will love to sell. Personal Travel experience in Asia will be highly beneficial.

### 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.

### HEAD YOUR CAREER IN THE DIRECTION OF SALES

**JUNIOR CORPORATE BDM**  
**MELBOURNE - SALARY PACKAGE TO \$65k + BONUS**  
Looking to diversify your travel career? Are you up to the challenge of corporate sales? You will be a highly skilled, driven and self-motivated go-getter who has professional presentation skills and an ability to close the sale. You will be provided with full training and support to get you up and running but requires confidence in approaching corporate clients, cold calling and confirming meetings. Huge rewards await you.

### MANAGE YOUR OWN TERRITORY

**SENIOR SALES MANAGER**  
**PERTH – SALARY PACKAGE TO \$100k +**  
The weather is hotting up and so is the job market. This fabulous role is what every Sales Exec dreams of. You will be a go-getter who knows how to build relationships, negotiate deals and deliver outstanding results. Our client is looking for the best and you will be well rewarded with excellent salary + bonus + incentives. Previous experience and results in new business acquisitions is expected.

## CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com](http://www.aaappointments.com)





# NOU Year Sale New Caledonia Now 30% OFF



**Hurry, limited availability. Don't miss this amazing offer.**

**Aircalin is pleased to announce a short term initiative to celebrate the New Year.**

The 'New Caledonia NOU YEAR Sale' fares start from \$299 ex BNE, \$319 from SYD and \$489 from MEL. There are also discounted Business Class fares at \$1,099 from both SYD and BNE, plus taxes / surcharges.

There are 2 separate travel periods which allows your clients a wide selection of travel dates. It is also very important to note that Q-surcharge is fully commissionable.

All fares and conditions can be found in your CRS (Amadeus / Galileo / Sabre).

- The 'NOU YEAR Sale' offer applies to both T and M-classes in Economy and D-class in Business.
- The combination of 'sale' fare types can be used to create a round trip if T-class is not available for one of the sectors.
- Itineraries can include a combination of existing Bon Voyage fares at half return level of the applicable sub-class if T or M-class is not available on one sector.
- Ticketing - in a move to create flexibility when combining with ground arrangements, the ticketing period has been extended to be within 7 days following confirmation of booking.

**For more information call  
Aircalin Sales Support  
(02) 9299 8867**

