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Travel Daily

First with the news

Tuesday 19th July 2011

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ISSN 1834-3058

epiQure launch tonite

A GROUP of lucky foodies will be in heaven tonight with the official launch of the new epiQure by Qantas Frequent Flyer fine food and wine community.

As well as QF celebrity chef Neil Perry, a special event at his Rockpool Bar and Grill will feature Rene Redzepi, co-owner of the restaurant Noma in Copenhagen (TD 12 Jul) which was voted Best Restaurant in the World for the last two years.

Perry will serve an eight course menu showcasing Australian cuisine - for a full on-location report from the exclusive event see tomorrow's *Travel Daily*.

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QF pilots action from Fri

QANTAS says it doesn't expect any flight delays or cancellations as a result of industrial action by pilots planned for this Fri.

That's because at this stage all the pilots plan to do is to make "union announcements to passengers over the in-flight public address system".

It's the first move in the escalating dispute between the carrier and its long-haul pilots, who recently voted to take strike action for the first time in more than 40 years (TD 11 Jul).

Qantas issued a statement today saying it was disappointed at the move, which was part of a

campaign to force QF subsidiaries including Jetstar to "pay the same high rates as Qantas."

The carrier said it believes the pilots are hoping to "damage the viability of Jetstar...in the naive belief that this will lead to increased activity in Qantas."

Freestyle Au/NZ launch

PINPOINT Travel Group has launched its first ever Australia and New Zealand program.

The Experiential Australia & NZ brochure aims to meet the demands of knowledgeable consumers, featuring holidays arranged by types of experiences rather than just destinations.

The nine sections include 'By the Sea', 'Family & Friends', 'Food & Wine', 'Pure Luxury', 'Health & Wellbeing', 'Nature Escapes', 'Unforgettable Experiences', 'Cool Cruising' and 'City Escapes'.

Pinpoint head of product Andrew Hutchison said the brochure also includes a range of signature 'Freestyle Freebies' offering fantastic value for money. See traveldaily.com.au/brochures

Etihad all inclusive

ETIHAD has advised that for all tickets issued on/after 16 Jul for travel ex Australia and NZ, fares are inclusive of all fuel surcharges.

The current 'Q' surcharge will be added into the base fare level, while other taxes, surcharges and fees will continue to be collected as at present.

Etihad said normal commission levels will also continue to apply.

RCL restructures

ROYAL Caribbean Cruises has rearranged its local operations, with the move also including the closure of its branch in Gosford, NSW, according to TCF records.

Originally the business was established in 2008 under a local company called Royal Caribbean Cruises (Australia) Pty Ltd, with directors including RCL executives Michael Bayley and Adam Goldstein as well as the cruise line's local md Gavin Smith.

However earlier this month, as well as closing the Gosford branch the North Sydney head office was restructured to be registered under RCL Cruises Ltd, which is a UK-based firm whose directors include Michael Bayley and RCL global ceo Richard Fain.

Gavin Smith was appointed as the official local agent of the foreign company in April.

Seven pages of news

Travel Daily today has seven pages of news and photos, plus full pages from: (**click**)

- TMS Asia Pacific jobs
- AA Appointments jobs
- Club Med

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Tuesday 19th July 2011

Avoid Qs.

Etihad afares are now as simple as fare + tax.

Find out more @



NTIA pictures for sale

A NUMBER of TD readers have asked about the possibility of buying photos from last week's National Travel Industry Awards.

All of the pics are now available for purchase at the photographer's website at <http://bit.ly/ntiapix>.



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QF travel centres to close

QANTAS has confirmed the closure of all but one of its travel centres across Australia, saying they have not been profitable for some years.

Affected staff were advised last week of the move, which will see about 60 jobs disappear.

QF travel centres in Sydney, Melbourne, Brisbane, Adelaide, Cairns and Townsville will be shut down, leaving just one remaining in the remote Northern Territory town of Nhulunbuy.

"This has been a difficult decision, but the centres have not been profitable for some years and, in spite of a range of changes made, there is no prospect that they will be profitable," QF's Emma Kearns told TD today.

Qantas has previously closed other travel centres, including branches in Darwin, Canberra and Surfers Paradise.

"Growth of e-tickets, online sales and servicing, changes in customer demographics and

increased competition from other distribution channels, including retail travel agents, have all impacted on Qantas Travel revenues and workloads," Kearns added.

While staff would be offered redeployment opportunities within QF, some redundancies are likely and "affected employees will be offered appropriate packages".

Customers will still have access to "all the services offered by qantas.com and Qantas Telephone Sales as well as other local travel agents," she said.

QF Travel Centre staff included a number of top consultants in the Qantas Holidays Global Achievers agent incentive program.

New Tiger safety role

TIGER Airways Australia this morning announced that former QF Chief Pilot and Group gm of Flight Operations, Captain Chris Manning, would take up a role as the airline's Safety Advisor.

Manning will work directly with the local operation's recently appointed ceo Tony Davis "to ensure that the airline is applying the highest levels of operational safety management".

The appointment is effective immediately, with Davis saying the move "is another step towards reassuring the industry and the public that Tiger Airways is committed to a safe, viable and long term future in Australia".

Jumeirah Frankfurt

THE brand new luxury Jumeirah Frankfurt hotel will begin accepting guests from 01 Aug, with reservations now live and ready for booking via all major GDS channels.

Opening rates start at €240 per night including wi-fi, breakfast, VAT and service charges - see www.jumeirah.com/frankfurt.

IHG combines Asia, Australia with MEA

INTERCONTINENTAL Hotels Group overnight expanded the role of Jan Smits, head of the Asia Australasia region, to also include responsibility for its operations in the Middle East and Africa.

Smits has been with IHG since 2002, and has risen through the ranks from his initial position as regional gm for the company in Vic, Qld, ACT and the NT.

The restructure also sees IHG's current chief operating officer for North America, Angela Brav, take up the new role of the hotelier's Chief Executive Europe, which will see her assume a seat on the IHG Executive Committee.

The appointments follow the move last month of Kirk Kinsell from the role of IHG President Europe, Middle East and Africa to head up IHG in North America.

IHG ceo Richard Solomons said combining the Middle East and Asia Australasia businesses "will allow us to leverage our scale more effectively, driving market share growth".

The company also announced the departure of its Chief Marketing Officer, Tom Seddon.

Disney D23 Expo

THE Walt Disney Company is to hold the Disney D3 Expo at Anaheim Convention Centre on 19-21 Aug, with a "Carousel of Projects" to reveal sneak peek concepts & designs for the future.

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US event tickets on sale here

FORGET problems with scalpers or long queues - Australian travellers to the USA are now able to purchase tickets for sports, concert and theatre events online for themselves before they depart.

StubHub, a division of internet giant eBay, has opened its site up to overseas users, and Australians are by far the fastest to take up the new option.

Although currently only offering tickets to events in the US and Canada, the company claims to be "the world's largest ticket marketplace," and has plans to expand to other destinations at some stage in the next few years.

StubHub communications director Glenn Lehrman was in Sydney recently to explore opportunities in the local market, and told **TD** he believes Australia "has the potential to be a great secondary ticket marketplace."

"We see a lot of similarities between Australia and the US in that there are strong domestic sports leagues, and a rabid event-going public," he said.

Opening up the site to cross-border trade makes StubHub

tickets available in 56 countries, with all pricing in US\$ and ticket costs the same in all markets including Australia.

So far sports games are currently the most popular tickets bought on StubHub from Australia, with 55% being for Major League Baseball matches.

23% of purchases have been for basketball games in the US, while 10% have been for music concerts, Lehrman said.

See www.stubhub.com.

Paterson to Trafalgar

FORMER Tourism Australia marketing executive Katherine Paterson has joined Trafalgar as the tour operator's new Marketing Director.

Paterson, who starts at Trafalgar on 25 Jul, replaces Kate Tate who is taking on a position with The Travel Corporation's commercial team in the newly-created role of Manager - Relationship Marketing and Services.

Paterson also held senior roles at Voyages Hotels & Resorts and the Four Seasons Hotel, Sydney.

SQ names ceo of LCC

SINGAPORE Airlines yesterday confirmed the appointment of Campbell Wilson as the ceo of its new low cost carrier (**TD** 26 May), which expects to launch in 2012.

Wilson has been with SIA for over 15 years and has held roles previously with the airline in New Zealand and Australia.

Nomad app goes off

WORLDNOMADS.COM has seen its recently launched iPad app downloaded over 10,000 times worldwide since its launch late last month.

Created by Sydneysiders, the free *Ask a Nomad* app shares worldwide travel knowledge gained from its online community of followers around the globe - see answers.worldnomads.com.

More QF8 diversions

QANTAS' newest international route from Dallas/Fort Worth to Brisbane (and then onto Sydney) is continuing to suffer teething issues with two B747 flights in recent days needing to make pit-stops in the South Pacific.

Fri's QF8 service from DFW was forced to make an unscheduled stop in Noumea, New Caledonia for refueling, while the Sat flight operated with a planned stop in Auckland, NZ and was about 5hrs late arriving into Sydney on Mon.

It's not the first time that QF8 has been forced to divert course enroute to Brisbane, with the 30 May flight also needing to stop in New Caledonia.

One source told **TD** that the flight is earning the nickname of "the gamble" as passengers are not sure whether or not they'll make it nonstop on the service.



Window Seat

IN A CURIOUS reversal of roles, a female passenger at Phoenix Sky Harbor Airport in the USA has been arrested on charges of groping a security screener.

61-year-old Yukari Mihamae allegedly "refused to go through passenger screening and became argumentative, before she squeezed and twisted the agent's breast with both hands," according to US reports.

BIG news for Dubai - reality TV star Kim Kardashian is set to launch a new milkshake shop at the Dubai Mall shopping centre.

It will be the first Millions of Milkshakes outlet outside of the USA, and Kardashian joins a long list of celebrities who have promoted the chain which offers more than 50 flavours.

"I am so excited to be working with Millions of Milkshakes and Emirates Hospitality to launch my very own signature shake in the Middle East and I can't wait to introduce it to my fans in the UAE," Kardashian gushed.

YOU have to feel some sympathy for US carrier Frontier Airlines, which saw almost a third of its fleet damaged during an intense hail storm last week.

The ice downpour occurred on Wed night at Frontier's Denver hub - when 18 of the airline's 59 A318s, A319s and A320s were unfortunately sitting ducks on the airport tarmac.

Five have been repaired already but understandably the incident has resulted in massive delays and cancellations.

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TCF termination

THE Travel Compensation Fund has voluntarily withdrawn the participation of Focus Travel of Templestowe, Vic (ABN: 17 189 927 233) as the agency closed.

Glorious Gloria off to Hawaii



ABOVE: One lucky meetings and conference organiser walked away with the major prize at a recent event hosted by Hawaiian Airlines and Hilton Hotels.

Gloria Nykl from Axis Events pipped out 60 other PCOs from the incentive and conference market who attended the event.

Nykl has won a trip for two to Hawaii, flying with Hawaiian Airlines and staying at the Hilton Hawaiian Village and Hilton Waikoloa Village Hotels.

Cosby show on Pearl

GUESTS on Norwegian Cruise Line's *Norwegian Pearl* on 24 Jul ex Seattle will miss out on a stop in Juneau in the Inside Passage due to repair work being carried out on one of the vessel's propellers, delaying the ship by a day.

Pax are being offered US\$150 credit for the inconvenience and there'll also be a live act by comedian Bill Cosby while the ship undergoes repairs in Seattle.

Sydney events up 28%

BUSINESS Events Sydney says the 67 events its signed for the NSW capital in 2010/11 has the potential to lure over 55,000 delegates next year.

\$186.5 million will be injected into the state's economy, with delegates expected to spend about 205,400 days in NSW.

BESydney ceo/coo Lyn Lewis-Smith said the growth, up 28% on the 2009/10 figure, will assist with achieving the 2020 national target of \$15.8b within the sector.

"Strong growth opportunities exist in the Asian market and we will continue to evolve our strategies to win this business for Sydney," Lewis-Smith said.

Austrian tourism app

AUSTRIAN National Tourist Office has introduced a brand new smartphone app that helps potential tourists with planning a holiday to the country.

The app lists travel experiences & suggestions, has an augmented reality function which points people in the right direction to find close-by attractions using a phone's camera, and it also has an audio guide that teaches important Austrian phrases.

Click 'Search & Book' to locate the app at www.anto.info/au.

WIN A ONE NIGHT STAY AT THE SEBEL PIER ONE SYDNEY

This week, Mirvac Hotels & Resorts is giving one lucky *Travel Daily* subscriber the chance to win one night's accommodation in a Waterside King Deluxe Room including full buffet breakfast for two people at The Sebel Pier One Sydney, valued at \$870*.

For more information, visit www.sebelpierone.com.au

For your chance to win, email your answer to the question below by COB on Friday to: mircvac@traveldaily.com.au

In 25 words or less, tell us what you love most about The Rocks in Sydney?



*Accommodation availability is subject to Terms & Conditions of The Sebel Pier One Sydney.

THE SEBEL

Travel Daily
First with the news



give a star performance in sales, get the star treatment in L.A.

The five travel agencies with the highest number of V Australia bookings in July and August will win one of five star-studded trips to LA for four members of staff.

Click here to find out how to enter.

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100 Money

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

\$1AUD = US1.059

THE Australian dollar has dipped below its recent highs over concerns about the ongoing European debt dramas, as well as the weakening local economy which is unlikely to see interest rates rise in the near future.

Fortunately travel appears to be somewhat immunised from the rest of the economy which by all accounts is suffering badly over concerns about the Gillard govt's proposed carbon tax.

Wholesale rates this morning:

US	\$1.059
UK	£0.659
NZ	\$1.248
Euro	€0.750
Japan	¥83.34
China	¥6.69
South Africa	R7.28
Canada	\$1.01
Crude oil	US\$96.11

Virtuoso Aussie elects

THE Virtuoso global agency network has reappointed Chaudia Rossi Hudson of Mary Rossi Travel, Sydney as its Australian regional representative on the group's Member Advisory Board for a second three-year term.

Also announced today was Mel Haycock of Travel Concepts in Brisbane being appointed to Virtuoso's Cruise Committee.

Beverly Cohen of Wentworth Travel Sydney joins the On-Sites Committee and Lisa Allan of Sydney's Shire Travel joins the Tour Committee.

The appointments gives Aussie and New Zealand members a local voice in the group, providing local intelligence and counsel to Virtuoso's leadership team.

The new Board appointees join 3 other existing representatives.

QF freight action

QANTAS is battling unions on all sides, with notification that the National Union of Workers intends to conduct industrial action at the main Sydney Freight Terminal today.

Qantas Freight head of operations Bob Lugton said the action "will not impact our ability to service customers at any of our Sydney terminals".

Industry UNITED at trivia night



ABOVE: United held their annual trivial night last week, with the event being packed with agents and supporters from California Tourism, LA Inc, Las Vegas Tourism and NYC&Co.

The event brought out the competitiveness in all participants with a tie breaker round needed to decide the final winner.

Moves Travel were victorious taking home the major prize of return tickets for two to Las Vegas via San Francisco, a two night stay at the Handlery Union Square Hotel in SFO and three nights at The Cosmopolitan of Las Vegas.

The winning Moves team **pictured** above, back row from left are: Simon Clancy, United; Jodi Brennan, Katy Eng, and Alison Espley, United; Alison Langley and Shane Barr.

Front: Emma Croft, Nicola Enilane and Monica Cruz.

New Design site

ULTRA chic hotelier Design Hotels has unveiled a new MadeByOriginals.com website, that features image galleries, films and stories behind the inspiration of the hotel concepts.



From your chair



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Win a trip to London, no porky pies.

Qantas and British Airways are giving you the chance to win the ultimate luxury trip to London. You and a friend could win return Business Class flights, 5 nights accommodation at Dorchester Collection properties, West End Theatre Tickets, a traditional High Tea, a Black Cab Tour of the city and passes to the London Eye. Plus, consolation prizes of iTunes vouchers will be awarded each week of the promotion. Simply book and ticket 5 separate bookings that include Qantas or British Airways JSA flights via Singapore, Bangkok or Hong Kong between 12 July and 5 August 2011 (for departures until 30 June 2012) and complete the entry form by telling us in 25 words or less "What you love most about flying to London". For full details, and to enter, visit qantas.com/agents and click on the competition banner.

Tempo Roman 2-for-1

TEMPO Holidays has a buy one get one free deal on its 3-hour Classical Rome tour for travel til 31 Dec, when booked by 01 Aug. The tour is priced at \$22pp.

TMS urges trade to look beyond Gen Y

RECRUITMENT firm TMS Asia Pacific has called on Australian travel and hospitality businesses to explore the potential of the 'over 55's' market.

TMSAP General Manager Fujio Shibata cited success in the Singaporean market, where employees are able to work past

retirement, until the age of 62.

"The over 55's represent one of the best available sources of candidates for years to come," he said, saying Singapore companies have already started looking "beyond the Gen Y factor" as their prime source of employees.

The 55 to 64 generation employment market rose 59% in the 12 months ending Dec 2010.

According to TMS's figures the number of Australian workers in this age bracket are expected to increase by 15% within the next two years.

Shibata said the Australian travel & hospitality industry "still leaned too heavily towards recruiting younger staff" and should look beyond candidates who are just beginning their travel careers as the only source.

"In doing so it is overlooking a massive pool of potential employers, many of who are already trained and able to hit the ground running given the appropriate opportunity," he said.

More Velvet Sky

SOUTH African low-cost carrier Velvet Sky will add a second 737 to its fleet next month, with the move set to see it expand operations on the key routes from Johannesburg to Durban and Cape Town.

The carrier will operate up to three daily Cape Town services from 09 Aug, while Durban flights will increase from 12 to 14 weekly.



AFTA UPDATE

The latest insights from AFTA's Chief Executive, Jayson Westbury

LAST week I took part in an important symposium on the future of education and training in the Services Industries.

Travel is classified for the purposes of education and training by governments to be in the services industry. Service Skills Australia is the body that is tasked with the job of managing the framework and what is known as the training package for Hospitality, Events and Tourism. Travel sits within this framework.

The symposium held last week was an important step to get the regulators of training and education in Australia and the educators themselves thinking more about the importance of the services sector.

By association, this includes travel. For all accounts the symposium was an important step in the process of influence.

In part, this includes how government funds are allocated to training places for travel courses. It is most important that we [*the travel industry*] continue to have access, as an industry, to government funding for education courses - something that is under threat as a result of a range of reviews underway in this area.

As I have said on a regular basis, there are no Ministers for Travel. As such we join forces with our friends in the tourism industry to mount the argument to ensure that our sector is included in the government's thinking and funding into the future.

Service Skills Australia (SSA) services a range of industries which includes beauty, community pharmacy, floristry, funeral services, hairdressing, holiday parks and resorts, hospitality, retail, sports, fitness and recreation, tourism and of course travel.

It is a big range of sectors within the services industries and therefore an important collection of sectors when it comes to the number of jobs that the services sector provides within Australia.

AFTA continues to play an important role in this process as a commitment to both the development of the travel workforce into the future, but also to ensure that travel remains as important to government as the many other sectors mentioned earlier.

It is as you can see a complex area and one in which every sector is looking for support and recognition to assist in the development and ongoing need for career advancement within its own sector.

Education, training development, careers, and workforce development are all critical issues for the future of the travel industry and these engagements ensure that the appropriate partnerships are in place with governments across Australia for the travel industry.



NRL Rd 19 Winner

CONGRATULATIONS

Scott Deguara

from *Flight Centre Narellan*

Scott is the top point scorer for Round 19 of *Travel Daily's* NRL industry footy tipping competition and has won two bottles of wine, courtesy of **Compass Car Rental**.



Major Prize Sponsors

1st Prize: 4-night holiday to Dubai & Abu Dhabi, courtesy of **Emirates** and **Jumeirah Hotels & Resorts**



2nd Prize: 4-night holiday to Kuala Lumpur & Penang in Malaysia, courtesy of **AirAsia** & **Parkroyal**



3rd Prize: Apple iPad 2, courtesy of **Compass Car Rental**



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MAS call centre cut

32 MALAYSIA Airlines call centre staff will lose their jobs on 27 Jul when the airline closes its call centre in SA, with enquiries to be diverted to Malaysia.

Crystal Med options

CRYSTAL Cruises has introduced three new six- and seven-day Mediterranean sailings for the Northern Fall period.

Options include a cruise from Monte Carlo to Athens on 17 Oct, and two different Athens to Venice voyages between 10-16 Nov and 16-23 Nov 2011.

AF four day strike?

AIR France's Unions have plans for flight attendants to walk out for four days from 29 Jul in protest over a reorganisation of their roles at regional hubs.

Excite iPad winner

EXCITE Holidays has named Sarah Quick from Excell Travel & Cruise Brighton as its winner of an iPad 2, for telling the wholesaler 'Why you love Excite Holidays' in a Facebook promo. Her entry was:

Dont just like Excite Holidays - LOVE Excite Holidays.

So efficient to make a booking, docs look great and the blurb about the accom is great too. We all love it.

Quick is **pictured** right receiving her prize from Suzanne Bowles, Excite Holidays BDM, Victoria.





ROCKY MOUNTAINEER

To celebrate the release of Rocky Mountaineer's 2012 brochure we are giving one *Travel Daily* reader and a friend the opportunity to win a trip to spectacular Western Canada.

The prize includes two return economy airfares from Sydney to Vancouver flying Air New Zealand and a Classic First Passage to the West vacation including two days on board the Rocky Mountaineer with GoldLeaf service and pre and post accommodation in Vancouver & Banff.

For the first time, the Rocky Mountaineer brochure includes pricing in Australian dollars. To order your copy of the 2012 brochure, visit: www.rockymountaineer.com

To enter, compile all 21 answers and send by July 31, 2011 to: RockyMountaineer@traveldaily.com.au.

Reader with the most correct answers and the most creative response to the final question will win this fantastic prize.

Question 13: Does the Rocky Mountaineer have sleeper cars?



Click here for more information

Fiji union battle

TOURISM Fiji hasn't officially commented on the possibility of disruption to passengers as a result of proposed industrial action by unions in Australia and NZ over Fijian workers' rights.

The controversy centres around proposed decrees around 'Vital' and 'Critical' industries by the self-appointed Fiji regime which would "make it almost impossible for unions to function and would effectively remove many union officials from their current positions," according to the New Zealand and Australian Councils of Trade Unions.

There's speculation that action could include refusal by engineers in Australia and NZ to work on aircraft destined for Fiji.

HA stopover holidays

HAWAIIAN Airlines has released a new range of 'Aloha' airfares that combine a Hawaii stopover when travelling to a number of US mainland destinations.

Fares are priced from \$1,556 to Phoneix, on sale until sold out and for travel between 01 Nov and 09 Dec.

Wyndham enters NZ

WYNDHAM Hotel Group has launched its brand in New Zealand with the opening of two Ramada properties on the North Island.

The properties incl the Ramada Suites Paihia (was the Edgewater Palms Apartments) and Ramada Suites Nautilus Orewa (was the Nautilus Orewa Beach).

FJ saving "millions"

AIR Pacific ceo Dave Pflieger claims the carrier's new reservation system is providing healthy savings, compared to the previous arrangement where it utilised the Qantas system.

The *Fiji Times* reports Pflieger saying the previous Qantas deal had seen FJ paying a "healthy premium".

Emirates Cup photos

THE Emirates Melbourne Cup trophy will for the first time visit the Sydney Opera House on 16 Aug, as part of a 30 destination tour visiting Australia & NZ, ahead of the 151st Cup on 01 Nov.

Sydney-siders have the chance to be photographed with the coveted trophy, and as a special treat the first 50 people on the day will also be snapped with an Australian racing, fashion or screen icon.

Tuesday 19th Jul 2011

US car rental upgrades

HOLIDAY Autos has a range of deals for travellers to the USA, when booking car hire before 30 Sep and for collection between 21 Jul to 31 Mar 2012.

Specials include an upgrade to a four door automatic when renting a 2-door intermediate car.

PNG holiday brochure

NORTH Queensland-based Papua New Guinea Holidays has just released its latest brochure featuring a range of holiday options, accom and activities - see www.PNGHolidays.com.au for details, or to be sent a copy, email adventures@PNGHolidays.com.au.



MARKETING COORDINATOR Australia, New Zealand & Asia

Maternity Leave Contract until March 2012

World Aviation Systems, GSA for LAN Airlines, is seeking an organised, dynamic and self motivated individual to join our Sydney office.

You will be responsible for supporting the Marketing Manager in the development and implementation of LAN's promotional campaigns, branding strategy, sales and email campaigns. You will work closely with designers/printers to manage brochure and ad production; assist with organisation of trade events, expos and other events; coordinate the writing of brochures, web pages, letters and email communication; liaise with media to place online and print ads; maintain marketing tracking documents and reports with online/offline campaign activity and other duties as required.

The role requires a minimum of 2 years marketing coordination experience, strong communication and organisational skills, attention to detail, strong computer skills (MS Office and GDS) and appropriate travel qualifications. Fluency in Spanish is highly desirable. Salary range is mid \$40,000.

Please email your resume to vesna.ilic@worldaviation.com.au by close of business on Friday, 20th July 2011. Only successful applicants will be contacted.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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Reach New Career Heights

Job Opportunities for High Achievers



Hot Jobs (Australia) - July 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
– Sally Frape

JOB OF THE WEEK!

Business Development Managers x 4 Sydney \$60K - \$65K Assistant Manager, Front Office x 2 Sydney \$50K - \$57K

- Sales candidates and front office professionals needed!
- Negotiable salaries, top class hotels on offer

We have multiple hotel clients seeking the above positions in four and five star locations. TMS are seeking out the best in the industry so we want to hear from you! We are looking for minimum 2 years in each of the above roles, with proven client development in the sales roles, and proven team leader experience in the mod role. We are representing exciting well known brands, and this is a genuine opportunity to grow your career with a winning team. Candidates with relevant experience will be contacted immediately.

Contact Fujio Shibata T: 02 9231 6444 E: fujio@tmsap.com



Corporate Travel Manager, Sydney

- Boutique Corporate Travel Company – Inner City Location
- Excellent Career Progression
- Friendly and supportive environment

Our client, a boutique travel company is seeking an experienced senior consultant or a team leader to join their Management Team. You will be responsible for the day to day operations of the department, whilst maintaining consistent levels of performance within the team to improve individual and team performance, you will lead the team by example and develop team business plans that have action items to improve performance, reduce errors and costs. This is a great opportunity for an experienced team leader / senior consultant who is looking for a change or looking to step up to management level.

Contact Emmie T: 02 9231 6444 E: emmie@tmsap.com or apply online now!

Team Leader – Sydney

- Leading Wholesaler
- Career Progression

Do you want to join the best? Our client a well known Tour Wholesaler is looking for a Team Leader to oversee the reservations department. Managing a small team and reporting into the GM you will require prior experience in a sales role with strong leadership skills. This role will offer you the variety you have been looking for as you collate and present sales figures, oversee sales budgets, manage daily operations and lead and mentor a sales team. This would be a great opportunity for a Team Leader from a retail agency background.

Contact Stacy Balderston T: 03 96021809 E: stacy@tmsap.com

Corporate Sales Appointer - Nth Sydney

- Monday – Friday only with inhouse travel benefits
- Great Career progression and training

A large and established travel company is seeking a sensational and dynamic sales appointer. This company has a wide portfolio of clients including top companies and major global brand names. You will be responsible for setting appointments for business development managers. Great career opportunities in corporate travel and client relationship building.

Contact Brendan Grant T: 02 9231 6444 E: brendan@tmsap.com or apply online now!

Senior Quality Analyst – Contract Role

- Sydney CBD location
- 6 month contract
- Travel Industry Knowledge essential

Are you an experienced quality analyst who has tested travel and back office applications? Can you drive a testing process and report on defects? The successful candidate will have experience with Cross Check Travel, Galileo, Apollo and Quality Centre testing tools. Excellent working conditions, immediate start.

Contact Jane Dearden T: 02 9231 6444 E: jane.dearden@tmsap.com or apply online now!

Business Development Executive – Melbourne

- Australian Leading Hotel Group
- Focused on Groups and Associations
- Newly created position

This company, one of the Australia's leading hotel groups, is now looking for a strong Business Development Executive for the Melbourne Market. Regarded as one of the fastest growing brands in Australia and New Zealand, they now require a Business Development Executive to join the group due to continued expansion. As a key hunter, you will be responsible for new business growth and acquisition, through self generated leads, networking and referrals. You must be hungry for new business and not afraid of cold calling. Additional accountabilities include developing and implementing sales strategies and value propositions, presenting and tailoring solutions clients, managing strong internal / external stakeholder relationships, and managing a pipeline of sales opportunities. The successful candidate has a proven track record in business development. A strong communicator, you will confidently build relationships with clients and present detailed sales solutions. An experience in the Melbourne Hotel market will be highly desirable and may suit a Sales Executive looking for the next step in your career.

Contact Remi Descamps T: 02 9231 6444 E: remi@tmsap.com

Account Manager Hotels

- Work for the market leader in online hotel reservations
- Bring your experience, skills and motivation

The role will see you working with hotels to optimize revenue, improve conversion and drive growth in the designated territory. You will be responsible for acquisition of new hotels, creating strategic plans, progress reports and advising hotels on their internet strategies. Ideally you come from a hotel sales background or an online travel environment. You have at least 2 years of experience in a similar role, strong knowledge of Australian hotels and online distribution markets and existing network of contacts within the hotel industry. You are a self-starter and results-oriented, have exceptional analytical, communications and commercial skills. Bachelor degree is preferred. This is a Sydney based role. Candidates based in Perth will also be considered.

Contact Anna Wachowiak T: 02 9231 6444 E: annaw@tmsap.com or apply online now!



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

CALLING ALL NATIVE CALYPSO USERS

**WHOLESALE RESERVATIONS & PRODUCT LOAD
SYDNEY (CBD) – SALARY PACKAGE \$45k - \$55k +**

If you have a min 12 months using Native Calypso and are searching for a new challenge and a bigger pay packet, then we have the position for you. We are currently searching for wholesale reservations consultants and product load consultants to join a leading wholesale company. Excellent salary package, plus amazing incentives and travel benefits, as well as real opportunities for training and career progression. If you are a Calypso user apply now for a new start.

WANT TO WORK IN GOD’S COUNTRY??

HIGH END LEISURE CONSULTANTS x 2

SYDNEY (THE SHIRE) – SALARY PCKAGE \$45k - \$55k

Have you had enough of long journeys on overcrowded trains? Finally a role close to home in the Shire. This position is within an award winning retail travel agency, handling mostly high end bookings. You will have a min of 2 years consulting experience. Excellent CRS and airfare skills as well as extensive knowledge of high end products and destinations will be essential to this position. An excellent salary plus bonuses and no more daily commute – apply now.

**SABRE TRAINER – 3 MONTH CONTRACT
TRAINER**

MELBOURNE & PERTH (CITY) – AMAZING HOURLY RATE

This sensational 2-3 month temp assignment, for an experienced Sabre trained consultant, is one of the best contracts around. Responsible for up-skilling consultants on international fares, you will require strong communication skills, patience & adaptability in order to work with different skill levels. You will be fully competent with fares & have the ability to travel interstate when required!

USA, BALI, THAILAND, EUROPE.....

WHOLESALE CONSULTANTS

MELBOURNE (CITY) – SALARY PACKAGE TO \$60K (OTE)

Do you love the thrill of booking a different destination each day? How about advising agents on the best choice for their clients needs? This wholesaler is looking for consultants to work in their successful team and be a part of a global brand. You will be rewarded with fantastic educationals, great salary and a fun team environment. Don’t miss this opportunity to work for one of the worlds most popular brands!

BEAUTIFUL BOUTIQUE AGENCY

SENIOR CONSULTANT

PERTH (CBD) - SALARY PACKAGE TO \$59K (NEG)

This boutique agency is looking for an experienced senior travel consultant to join their team. You will be proficient in Galileo & Crosscheck & will enjoy working in a close knit team. The staff retention here is high so take up this rare opportunity to work for the one of the best agency’s in Perth. You will be rewarded with fantastic educationals & staff benefits, not to mention Mon to Fri hours. This role won’t last long so don’t delay.

THE PICK OF THE BUNCH

MULTI SKILLED CORPORATE CONSULTANTS

PERTH (ALL LOCATIONS) – SALARY PACKAGES DOE

We urgently require multi skilled consultants in & around Perth. Take your pick at which company you would like to work for! All you need to secure one of these fantastic roles is impeccable attention to detail, international travel consulting experience, strong international fares knowledge & of course, a good attitude. Working in a fun & energetic environment you wont regret making the move to corporate travel.

RE-CHARGE YOUR CAREER

DOMESTIC CORPORATE CONSULTANT

BRISBANE (CBD) – SALARY PACKAGE TO \$49K

Lacking motivation in your current role? Are you a guru in booking domestic travel? Then it is time to join this supportive team. Working on this major corporate account you will book all aspects of domestic travel. Your attention to detail and ability to thrive under pressure will be essential in this role. Being part of this leading TMC you will enjoy a strong salary package, Mon-Fri hours and have access to fantastic travel discounts and educationals. A great way to re-invigorate your career.

FLAIR FOR FARES

FARES & TICKETING CONSULTANTS X 5

BRISBANE (CBD) – SALARY PACKAGE TO \$55K OTE

Do you have a flair for fares and love working behind the scenes? Here is your chance to move in to a new role – we now have a number of positions available within the ticketing department of this busy company. As an expert in all things Air you will be responsible for handling all aspects of ticketing and assisting agents with queries. This role is not for the faint hearted but your hard work will not go unrewarded with sensational \$\$, free tickets, top training and much more.

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Travel Period	08 Sep 11 – 16 Sep 11 16 Oct 11 – 31 Oct 11	17 Sep 11 – 24 Sep 11
2 Adults (12+)	\$2,323	\$2,603

Cherating Beach		
Travel Period	01 Sep 11 – 16 Sep 11 09 Oct 11 – 31 Oct 11	17 Sep 11 – 22 Sep 11
2 Adults (12+)	\$2,152	\$2,474

Kani, Maldives (Lagoon Suite)	
Travel Period	01 Sep 11 – 30 Sep 11 23 Oct 11 – 31 Oct 11
2 Adults (14+)	\$7,239

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