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Travel Daily

First with the news

Thursday 21st July 2011

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The taste of Qantas

FOOD and wine are clearly in focus at Qantas, with last night's channel 10 *Masterchef* episode featuring contestants cooking for Alan Joyce and Neil Perry in the Qantas First Class Lounge at Sydney International Airport.

The gourmet-themed TV slot followed Tue night's launch of the new Qantas Frequent Flyer epiQure food and wine club (**TD** yesterday) - which is today featuring in an exclusive **Travel Daily TV** video.



To view all of the tasty Qantas action at Rockpool see traveldaily.com.au/videos.

Contact : sabahinfo@bigpond.com
www.sabahtourism.com

New Olympic Airways gsa

GREEK carrier Olympic Airways has appointed Breakaway Aviation Services as its gsa for Australia and New Zealand.

The move is effective 01 Aug, and will see Olympic fares promoted on its codeshare flights between Australia and Athens.

OA shares on Etihad services from Sydney and Melbourne to Athens via Abu Dhabi, and also operates an extensive domestic network within Greece.

The airline also flies to Cairo,

Amsterdam, Belgrade, Larnaca, Sofia, Tirana, Istanbul and Bucharest, and codeshares with other carriers incl Delta Air Lines, Cyprus Airways and Aegean Airlines.

Breakaway Aviation, which is owned by the Cassar family who have a range of tourism interests, also represents Air Malta and Brussels Airlines locally.

Orion/Amex promo

ORION Expedition Cruises today launched a promotion offering 5 American Express membership rewards points for every \$1 spent, as part of a campaign to attract high spending Platinum and Centurion cardmembers.

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

Cruise excursion comm

A FORMER top Princess Cruises exec has launched a new venture allowing agents to earn commission on cruise shore excursions.

Michael Ager, who was formerly Princess' commercial director, says it's time to end the "monopoly" on excursions by cruise lines, "especially in the South Pacific".

His Short Excursions company offers 150 tours in Australia, NZ, Fiji, Vanuatu and New Caledonia.

More info in today's **Cruise Weekly** - cruiseweekly.com.au.

Win skating tickets!

TODAY Travel Daily is offering ten special prize packages for readers to enjoy ice skating during the Sydney Alpine Winter Festival courtesy of Switzerland Tourism.

Every Tue the festival will feature special Swiss-themed nights, and the lucky winners will each receive two tickets to the 26 Jul event including skate hire, a Glühwein or hot chocolate, a bratwurst and a special Swiss gift.

Switzerland Tourism is also running a competition to win a winter holiday for two in Interlaken as part of the festival, as well as partnering with a number of agents to promote holiday specials in Switzerland via MySwitzerland.com/winterspecials.

To win tickets to the special skating event be one of the first ten **TD** readers to answer the following question:

What is your favourite thing about Switzerland?

Answers asap by email to winterfest@traveldaily.com.au.

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Push for QF DFW to go daily

A SENIOR delegation from Texas in Australia this week is optimistic that Qantas will increase its flights to Dallas Fort Worth on 24 Aug, when QF ceo Alan Joyce makes an announcement about the future of the airline's international operations.

At a function this morning (see p4) Qantas confirmed it had experienced 90% load factors on the new service since it launched ten weeks ago, with regional gm Peter Collins saying the route had been one of the most important debuts for QF in recent years.

"The bulk of our customers have been the leisure market and the flights give us six times more connections to other US destinations with our code-share partner American Airlines than Los Angeles," he said.

Dallas Fort Worth Airport vice president, Luis Perez, told **TD** the four times weekly flights had been "extraordinarily successful." "We'd like to see the airline operate daily, sooner rather than later," he enthused.

Collins said only three QF flights on the return journey from DFW

to Brisbane had been diverted to islands such as New Caledonia due to an extreme pattern of strong headwinds, but this has had "little impact on travellers".

MEANWHILE rumours are beginning to swirl about changes to the Qantas and Jetstar networks as a result of the review.

Neither carrier is commenting on speculation which emerged yesterday suggesting affected ports will include Frankfurt and Shanghai.

Velocity points shuffle

VIRGIN Australia has flagged further tweaks to its *Velocity* loyalty program, with the removal of the current points bonus for Silver and Gold members when flying with Virgin America and Malaysia Airlines from 15 Aug.

Silver members will continue to earn 20% bonus points, and Gold members 40%, for flights flown up until that date.

The *Velocity* points earning rate for Blue Holidays and Brunel Limousines will also reduce from 5 down to 3 points/dollar spent, and 4.5 pts for Silver members.

P&O drops Poom

P&O Cruises has ceased offering shore excursions to Emerald Bay (Poom) in New Caledonia, instead substituting the destination with Mystery Island or Santo, Vanuatu.

According to P&O's website, guests booked on the *Crystal Reflections* itinerary J123 on 25 Jul, P124 *Crystal Reflections* (29 Jul), P125 *Island Delights* (10 Aug) and J128 *Pacific Escapade* (18 Sep) trips are no longer given the option to stop in Poom.

A P&O spokesperson said the move was due to an "ongoing tribal dispute on the island".

More in today's *Cruise Weekly*.

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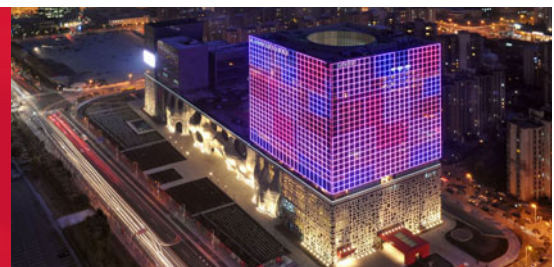
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Travel Daily

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Biggest aircraft order in history

AMERICAN Airlines overnight confirmed a massive fleet renewal program, involving the purchase of 460 narrowbody jets from Boeing and Airbus.

The new planes will "allow American to reduce its operating and fuel costs and deliver state-of-the-art amenities to customers," the airline said.

Deliveries of the new planes will take place from 2013-2022, and

will "pave the way for American to have the youngest and most fuel-efficient fleet among its US airline peers in approximately five years".

AA will order 100 of Boeing's current 737NG family aircraft, and has also become the first carrier to commit to a proposed "new evolution" of the 737, with a LEAP-X engine offering improved fuel efficiency gains - pending final confirmation of the program by Boeing.

The carrier will also add Airbus aircraft to its fleet, ordering 260 A320 family planes plus options for a further 365 in total.

130 current-generation A320 family aircraft will be delivered from 2013, with a further 130 of the new A320neos from 2017.

MEANWHILE AA's parent AMR Corp has also announced the spin-off of its American Eagle regional offshoot into a separate firm.

CEO Gerard Arpey said the change will allow American Airlines to, over time, diversify its regional feed with additional regional airlines "to ensure we have access to the most competitive rates and service".

Ethihad lounge move

ETIHAD has announced a change to lounge access arrangements at Abu Dhabi International Airport for Etihad Guest Gold and Silver Members travelling in Coral Economy class.

Effective this month these passengers will use the Al Reem Lounge in Terminal 1.

Guests flying in Diamond First and Pearl Business Class may continue to use the Etihad Premium Lounges in T1 and T3.

Wildlife World closure

IT'S set to be a busy few weeks for Merlin Entertainments Group, with the firm announcing it will close Sydney Wildlife World next Mon for an "exciting" refurb.

Merlin says it plans to re-open the Darling Harbour tourist hot spot by early Sep.

The group has also outlined plans to open a 4D Experience at Sydney Tower Eye, the new identity for the NSW capital's tallest structure.

Pre-launch tickets for Sydney Tower Eye are available now at 20% off the regular price - see sydneytowereye.com.au.

Viva! DJ comm drop

VIVA! Holidays has advised of a decrease in commission payable on Virgin Australia, Pacific Blue and Polynesian Blue flights.

Effective 25 Jul the commission will drop from 4% to 3%, with a DJ spokesperson telling **TD** rates payable are based on "individual commercial relationships" with wholesalers.

Get a job for WYD

THE European Centre for Disease Prevention and Control is urging international visitors to ensure they are vaccinated against measles before leaving home.

The ECDPC said that while outbreaks tend to occur during the northern winter period, the upcoming World Youth Day poses "favourable conditions" for virus to spread.

"All those who plan to attend mass gatherings in Europe, such as the World Youth Day on 16 to 21 Aug in Madrid, Spain should ensure that they are protected against measles," the group said.

Tourism PR workshops

TRAVEL agents and tourism industry suppliers are being invited to a series of upcoming seminars about improving media relations as well as effectively running famils and events.

Four half-day workshops will take place in Sydney and Melbourne in Jul and Aug, with prices from \$295+gst.

They're run by Rachael Oakes-Ash, one of Australia's most successful working journalists.

Details at pitchit2me.com.au.

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Window Seat

QANTAS ceo Alan Joyce received some good news overnight, with the notification that he's been judged Australia's 56th most trustworthy high profile person.

The annual Readers Digest survey found that Joyce was more trusted than Alan Jones, Kylie Minogue and James Packer - but not as much as *Bondi Vet* star Chris Brown, Richie Benaud, Hugh Jackman and Dick Smith.

AN unusual place to stay has debuted in Kansas City, Missouri. Officials wanted to test out a new prison, and charged US\$30 a night as a one-off for anyone who volunteered to go behind bars last weekend.

"It was something they could experience without having to get a criminal record," said Cole County Sheriff Greg White.

'Inmates' were allowed to keep their cell doors open, and money raised went to charity.


The prison has now officially opened to criminal "guests".

world of accor expo 2011

You're invited to attend World of Accor Sydney, the largest hotel trade show of the year. Great prizes to be won including a new Peugeot 207 CC*. Register online at www.worldofaccor.com/register/client Sofitel Sydney Wentworth - Thursday 4 August. Session time: 3pm - 7pm

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*For full terms & conditions go to http://accor.optin.com.au/accor/woa2011/sydney/woa2011/sydney_tcs.html. Open to NSW residents over 18 years of age. Promotion starts at 10:01am 04/08/11 and closes at 7pm on 04/8/11. The lucky key event will take place at 7:20pm at Level 3, 61-101 Phillip St. Sydney NSW 2000. Prizewinner's name will be published in The Australian on 11/08/11. Promoter is AAPC Limited (ABN 67 009 175820) of Level 30, 123 Pitt Street, Sydney NSW 2000. Authorised under Permits: NSW LT/PS/11/05274.



Thursday 21st Jul 2011

Hyatt into SW China

HYATT Hotels Corporation has opened the 366-room Hyatt Regency Guiyang, located in the capital city of Guizhou province.

It's the first Hyatt hotel in Southwest China.

Nights in white powder

NSW ski resort Perisher will commence its PlayStation Night Slopestyle Series this weekend.

Skiers and boarders will compete under the stars in male, female, open and "grommet" categories.

The first round kicks off on Sat, with other events planned for 20 Aug and 17 Sep.

MEANWHILE Victorian resort Mt Buller will host the Rossignol Ladies' Day event this weekend.

Participants are able to learn how to ski from female coaches, learn about Rossignol products and have a 'ski butler' on hand.

Spaces are limited and prices start from \$135 per day including a two course champagne lunch, tuition from expert ski instructors and more - see mtbuller.com.au.

US\$57 air space fee

THE fees charged to airlines that transit over the United States is set to increase from 01 Oct by 14% each year for the next four years, US regulators have said.

The revision of Overflight Fees will ultimately see airlines pay US\$56.86 per 100 nautical miles Enroute and US\$21.63 on Oceanic routes by Oct 2014.

Omanian Odyssey

ODYSSEY Travel has a new 14-nt tour to the Sultanate of Oman departing in Oct which will be led by Study Leader, Dianne Harlow, who is an anthropology expert.

The small group tour travels to Nizwa, Sur, Musanadam, Muscat and Salalah and is priced at \$8,550pp which includes airfares from Australia.

Descarada ready

DESCARDA Luxury Charters says it still has availability for its three day yacht charter departing from Hamilton Island and Airlie Beach on Fri's for the next three months.

The 20-metre luxury motor yacht offers four berths and can carry a maximum of eight guests.

Prices include a full itinerary, activities, crew and meals - email info@descarada.com.au for more.

Dallas does a Sydney breakfast

TRAVEL industry staffers enjoyed a tasty breakfast this morning at the Sydney Four Seasons Hotel, courtesy of a senior delegation from Dallas, Texas (see p2).

Organised by the Visit USA committee, Qantas joined with the Dallas Convention and Visitors Bureau, the Fort Worth Convention and Visitors Bureau, Tax Free Shopping and Dallas/Fort Worth International Airport to celebrate the direct Qantas flights to "one of the

world's most efficient airport destinations".

DFW ceo Jeff Fegan bragged about the destination, saying "there's no better place to start than Dallas/Fort Worth because there are quick connections to 139 cities".

Pictured above at the event are Geoffrey Hutton, Visit USA Chairman (left) with Luis Perez, vice president DFW Airport.

And also enjoying the hospitality at left are Monique Roos from the US Consulate in Sydney with Estela Martinez-Stuart, Tourism Fort Worth.



From your chair



to Trafalgar Square.

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.

G-man gets tips from First man

RIGHT: V Australia's Gary Manuel has done it again, this time finding a bunch of celebrities to hang out with including the 'First Bloke' Tim Mathieson.

Manuel was in Canberra to attend a screening of the movie *Face to Face* which was sponsored by Virgin Australia - as well as a special function at 'The Lodge' hosted by Julia Gillard's partner.



During the event Mathieson

was presented with the inaugural 'First Best Bloke' award (above)



with Gary also being presented an accolade from the cast of the movie, who named him as the "Best Space Cadet".

Manuel is also pictured left with Vince Colosimo, Sigrid Thornton, Michael Rymer & David Williamson.

Thursday 21st Jul 2011

Air Pacific vs unions

FIJIAN flag carrier Air Pacific is acting swiftly to ensure that flights are not disrupted by threatened industrial action by unions in Australia and NZ (**TD** breaking news yesterday).

The unions are concerned about edicts by the Fijian regime which they say undermine the rights of workers, but the carrier yesterday obtained an injunction against Australia's Transport Workers Union blocking any attempts to affect flights to Fiji.

Air Pacific's lawyers have also written to the NZ Council of Trade Unions saying it will seek recovery of any damages it suffers "as a result of any unlawful action".

Firefighter Games

THE 2012 World Firefighter Games are to be hosted in Sydney from 19-28 Oct next year, supported by Events NSW, V Australia and Moves Travel.

More than 100,000 hunky firefighters from around the world will compete in 55 sporting events.

CCS instant payments

COMPLETE Cruise Solution plans to upgrade its POLAR Online offerings by introducing free bank payments option where agents can pay instantly for cruise bookings, by Sep this year.

This 24 hour seven days a week payment system will be available for bookings on P&O Cruises, Princess Cruises, P&O Cruises World Cruising, Cunard and Carnival Cruise Lines.

"Not only will this system be easy to use, it will put an end to the days of agents having to call us to confirm or chase their payments," said Complete Cruise Solution's Don Clark.

He said agents would be able to make multiple payments simultaneously, as well as access a complete booking list within the system showing the amount due and payment dates for all outstanding bookings.

For more information see today's issue of **Cruise Weekly** - available as a free subscription at www.cruiseweekly.com.au.

KE A380 to New York

KOREAN Air will inaugurate a thrice weekly service between Seoul Incheon and New York City using its second Airbus A380 from 08 Aug 2011.



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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: mirvac@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

Travelzoo stats up

TRAVELZOO Australia claims its Local Deals business is "well ahead of industry benchmarks across key markets," according to a survey by market researcher Telsyte into the burgeoning Australian group buying market.

"We don't face the pressure of sending out a deal every day, which has allowed us to focus on quality across all areas of the business," said GM Travelzoo Australia, Brad Gurrie.

Sofitel Ambassadors

SOFITEL Luxury Hotels has launched an Ambassador program aiming to make all of its 25,000 employees even more engaged with the brand by offering special training courses and job advancement opportunities.

Top Dog/Golden Tours

LONDON sightseeing tour company Golden Tours has signed an agreement with software firm, Top Dog Developments which will see its product distributed to the Top Dog network of online and travel agency retailers.

Top Dog director Steve Coates said the addition would offer "real incremental benefit to our customers and their clients".

Mandarin stay pay

LONDON'S Mandarin Oriental Hyde Park is offering three nights for the price of two for bookings made between 24 Jul and 11 Sep - mandarinoriental.com/london.


Travel Daily
First with the news

Thursday 21st Jul 2011



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.

Katherine Paterson has taken on the role of marketing director, Australia for **Trafalgar Tours**. Paterson has moved on from a role with the domestic marketing team at Tourism Australia.

Tim Stonhill will take up the role of General Manager of **UnderWater World** in Mooloolaba, effective 01 Aug.

Destination management company **BTS India** has appointed **Gorman Leisure Group** as its Australian Market Representatives.

Aspire Apartments and Resorts has announced the appointment of **Bill and Vickie McNamara** as the new Onsite Managers of Aspire Pelican H2o in Bridge St, North Haven near Port Macquarie NSW.

Thanyapura, Phuket's innovative hospitality and sports group has welcomed **Robert Hauck** as its new Group President, starting 01 Sep.

Marriott International has appointed **John Toomey** as its VP Global Sales North Asia and **Paul Er** as Director Global Sales Singapore.

The Unique Tourism Collection is the new Australian representative for **Sun International**, who owns and operates hotels, resorts and casinos in South Africa, Botswana, Lesotho, Swaziland, Nigeria, Namibia, Zambia and Chile.

PR company **Klick Communications** has taken on the role of official corporate and brand representatives of **Marriott International**.

Daydream Island Resort and Spa has named **Jessica Ireland** as its new Leisure Sales Manager. Ireland has previously worked at Voyages Hotels and Resorts at various properties including Voyages Dunk and Bedarra.

Donna Gauci has taken up a newly created role of gm SeaLink Kangaroo Island for the **SeaLink Travel Group**, based in the Adelaide office. **Todd Bolton** has been appointed to replace her as gm SeaLink NZ.

Karma Resorts has appointed **Renata Hutasoit** as its Group Director of Sales and Marketing. Her most current position was as Director of Marketing for Bvlgari Resort Bali.

Tiger Airways appointed Captain **Chris Manning**, ex Qantas chief pilot as to its Safety Advisor role. Manning will work directly with new ceo, Tony Davis, to ensure the airline is applying the highest levels of operational safety management across the company.

Campbell Wilson has been appointed as ceo of **Singapore Airlines'** no-frills, low-fare airline set to be launched next year. He has been with the SIA Group for more than 15 years holding positions in the Head Office and also overseas.

Virtuoso's Board has elected **Claudia Rossi Hudson** of Mary Rossi Travel, Sydney as the Australian regional representative on Virtuoso's Member Advisory Board for a second three year term. Also **Mel Haycock** of Travel Concepts, Brisbane has joined the Cruise Committee; **Beverley Cohen**, Wentworth Travel, Sydney is now on the On-Site Committee and Lisa Allan from Shire Travel will be on the Tour Committee.

Beyond Travel has named **Leonie Prowse** as its NSW sales executive. Prowse has held roles with Wendy Wu Tours and Discover the World.

Deb Duncan has joined the **Travel Counsellors'** Melbourne head office to begin her new role as General Manager.

InterContinental Hotels Group has expanded the role of **Jan Smits** to include responsibility for Australia, Asia, Africa and the Middle East.

Emirates SkyCargo has appointed **Mark Kari** as its new Cargo Sales Executive for NSW.

AIR CANADA



AIRLINE MARKETING AUSTRALIA

Corporate Sales Executive Sydney Based

An exciting opportunity has become available at Air Canada for a Corporate Sales Executive to grow sales in NSW, Victoria and South Australia.

Reporting to the National Sales Manager, the successful candidate will need to be self motivated, results driven and proactive in growing the NSW/Victorian/SA corporate business and have the ability to work autonomously.

The role of the Corporate Sales Executive will have a strong emphasis on both maintaining and developing mutually productive business relationships with our key agencies and partners.

A high level of customer service, communication and presentation skills will be required, as well as the ability to prospect and identify new opportunities for growth.

The role will also involve providing product updates, maintaining a sales plan and delivering strong, measurable sales results.

Only successful applicants will be contacted.

Please forward your resume with a one page covering letter via email to:

Attn: Melanie at melaniep@airlinemarketing.com.au
by 29 July 2011

Preferred Cambodia

PREFERRED Hotels has announced the addition of the Independence Hotel Resort & Spa in Sihanoukville, Cambodia, under the Sterling Hotels brand.

Tourism NT strategy tender

TOURISM Northern Territory today announced a tender for the development of a new Tourism Strategic Plan, to guide the NT industry from 2013.

A consultant is being sought to "assist with the stakeholder engagement process" and once finalised the government will seek the input of tourism businesses and the general public into future tourism planning.

NT Tourism Minister, Malarndirri McCarthy said the plan was a requirement of the NT gov't's *Territory 2030* strategy, and "will articulate the objectives, strategies and achievements for the sustainable economic growth

and prosperity of tourism in the Northern Territory.

"I am keen to see a robust exchange of thoughts and ideas that will enable us to build on our inherent strengths, and result in a dynamic plan that will represent what we can collectively achieve," McCarthy said.

The consultant is expected to be appointed by Sep this year.

Rove for Universal

UNIVERSAL Studios in California has announced the appearance of Aussie TV personality Rove McManus, who will host live weekly podcasts from the "Jon Lovitz Comedy Club" at Universal CityWalk throughout August.

McManus described the move as a "ridiculously exciting opportunity," adding that the benefit of appearing at Universal means "I'm one of the few people who can say they can check out King Kong 360 3-D - the world's most intense 3D experience - on the way to work".

Creative Disney brox

CREATIVE Holidays has released its Disney Parks brochure for 2011 featuring adventures in USA, Paris and Hong Kong - while new for this season is the Aulani, A Disney Resort and Spa on the island of Oahu, Hawaii.

The brochure offers agents a good information source with add on inclusions such as Character Breakfasts & stop over packages.

Eurostar workshops

RAIL Europe is reminding corporate agents of its Eurostar Corporate Travel Workshops being held in Syd and Mel next week.

The rail company will be offering great prizes over the two nights including an iPad, designer luggage and an accom package.

The workshops will run from 6 - 9pm at the Sydney Sofitel Wentworth hotel on 26th and at Melbourne Sofitel Hotel on 27th Jul - register your attendance at businesspremiertravel.com.au.

Finnair biofuel flight

FINNAIR is the latest airline to operate services using biofuel, with the Finnish flag carrier flying what it is boasting to be the world's longest commercial flight using environmentally friendly fuel on its Amsterdam to Helsinki service yesterday.

An AY spokesperson said it was important to find an ecologically, financially and socially sustainable fuel solution, as "biofuel use is still not financially sustainable".

He said that the green fuel was more expensive than ordinary avgas, and AY does "not receive any kind of financial support to use biofuel".



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 15: Rail & Cruise packages allow passengers to experience the stunning Alaskan icebergs. Which cruise company does Rocky Mountaineer partner with?



AIR NEW ZEALAND



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CCC getting in Early for P&O



ABOVE: Complete Cruise Solution sent its sales team out in green to visit travel agencies across the country to help kick off P & O Cruises' 2012 Earlybird campaign.

During the sales blitz the CCS representatives handed out goodies including some funky

Earlybird to-do notebooks.

The sale is on until 30 Sep with past passenger discounts of up to \$100 and cabin upgrades from only \$50pp also available.

Pictured above with the CCS Prius is Angus Mackay, CCS and Paul 'the Chief' Harragon, P&O Cruises Hunter Ambassador.

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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IT'S ALL ABOUT THE SOLUTION

BUSINESS SOLUTIONS MANAGER
SYDNEY – SALARY PACKAGE TO \$95K+

If you want a unique role that uses all of your experience in Ops, Sales, and Technical skills read on. If you have both front and back end experience in GDS you can identify functionality problems and solutions for your clients. You'll be the link between your sales, account management and operations teams putting you in a unique position adding value to your customers and improving their business processes.

RUN THE BUSINESS AND MAKE YOUR MARK

GENERAL MANAGER
SYDNEY – SALARY PACKAGE OTE \$100K

Managing both sales and operations you'll be designing and executing sales & marketing plans which promote the Brand and grow the business. Being the face of this energetic company you'll be responsible for increasing profits through revenue generation from the travel trade. This is a fantastic step-up role for a senior Sales & Marketing manager looking to prove themselves at a general management level.

PEOPLE ARE YOUR PASSION

HR MANAGER
SYDNEY – SALARY PACKAGE TO \$95K

Provide leadership and coordination of the HR functions across this large, fast-paced business and ensure the successful outcomes of strategic plans. You'll be experienced in all facets of generalist HR functions including recruitment, learning & development, performance mgmt, and leading teams. Exposure to e-Learning systems would be a great advantage. If you love people, you'll love this business.

YOUR ENTRY IN TO CORPORATE SALES

INSIDE SALES EXECUTIVE
SYDNEY – SALARY PACKAGES OTE \$90K

Have you been waiting for someone to give you a chance to demonstrate your sales skills within the corporate market? If you are hungry for success and have some experience in a B2B sales role, this dynamic corporate agency will give you the chance to prove yourself. You will be calling businesses, building pipelines and setting meetings for the BDM's. The ultimate goal is to move up in to a BDM role yourself in time.

MAKE AN IMPACT TO CLIENT ACTIVITY

CORPORATE ACCOUNT MANAGER
MELBOURNE – SALARY PACKAGE \$80k + BONUS

Join a name you can trust with a portfolio of interesting clients to manage and one that is growing. Create impeccable service standards delivering over and above to your clients on a daily basis. Your knowledge of corporate travel account management strategies will be required for these top level clients along with your negotiation skills, ability to offer solutions and formulate detailed reporting.

CREATIVE MICE MARKET SALES

BUSINESS DEVELOPMENT MANAGER
SYDNEY & MELBOURNE - SALARY PACKAGES OTE \$100K+

Do you know how to hit the ground running and make your mark on securing new Event business? Working within the corporate sector you already have the ability to create new opportunities and win business, but in this role you can show off your creative flair by putting together detailed proposals for exciting incentive & event business. Huge rewards for the most talented and experienced candidates.

THE SKY'S THE LIMIT

SALES EXECUTIVE – AIRLINE
MELBOURNE – SALARY PACKAGE \$55k + car allow + bens

This airline requires a Sales Exec who can manage the Melbourne market and has a good understanding of the needs of Australian travellers. To secure this role you will have a solid track record of driving sales, building relationships and strong communication skills within an airline. This company offers great benefits such as airline discounts, health cover and car allowance. Watch your career take flight with this great airline.

3 X BRIGHT SALES STARS REQUIRED HERE

BUSINESS DEVELOPMENT MANAGERS – LEISURE PRODUCTS
MELB & PERTH – SALARY PACKAGES DEP ON EXPERIENCE

Get the equation that's right for you! These superb products and well known brand names are looking for sales executives who have the ability to deliver and exceed expectations. With a professional brand name behind you and your strong presentation skills you will have the ability to influence others and increase sales for this company while managing your time effectively within one of these sensational roles.

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

Toni Francis
NSW & ACT
Ph: 02 9231 2825

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

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

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