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First with the news

Thursday 28th July 2011

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Broad support for SQ/DJ

QANTAS, Malaysia Airlines and Air New Zealand have all lodged submissions to the ACCC enquiry into the proposed tie-up between Singapore Airlines and Virgin Australia - and all three say they do not oppose the pact.

Qantas said it does not object to authorisation of the alliance on the basis of unique characteristics of the international aviation industry which "give rise to profound challenges for participants".

These include heavy regulation, government ownership or support of "virtually all international carriers," high fixed costs, and "the importance (and tyranny) of geographic location".

"Unsubsidised end-of-route operators (such as Qantas and Virgin Australia) are particularly disadvantaged," Qantas said, adding that alliances and other

cooperation between airlines from different countries are "the only effective way of overcoming the restrictive international regulatory environment".

Air NZ's submission also supports the pact, saying that the SQ deal would be good for inbound tourism, and next to Virgin's alliances with Delta, Etihad and Air NZ, will enable it to "effectively compete against Qantas' dominant market position in the corporate/government market."

Club Med escapes

CLUB Med is offering 7 night "Premium All Inclusive Asian Escapes" priced from \$1443 at its properties in Phuket, Malaysia, Bali and Bintan Island, on sale until 28 Aug - see **last page**.

Seven pages of news

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

- TMS Asia Pacific
- AA Appointments
- Consolidated Travel
- Club Med

Win a trip to Vietnam

CONSOLIDATED Travel has this week launched a major incentive offering vouchers for bookings of Vietnam Airlines tickets.

For details see **page 10**.

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PER-JNB
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WEEKLY



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A STAR ALLIANCE MEMBER

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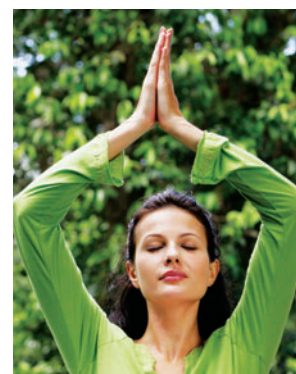
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Avoid Qs.

Etihad afares are now as simple as fare + tax.

Find out more @ 

Magellan swells to 60

THE Magellan Travel Group says its achieved its objective for 2011 after signing its 60th member.

West Leederville-based seniors escorted group specialist, Kings Tours & Travel will join the network, effective 01 Aug 2011.

Magellan said growth is set to continue this year and into 2012.

Kings Tours & Travel is the 10th WA agency to align with Magellan and is in its 25th year of operation.

Air NZ launches Sabre EMD

AIR New Zealand has become the first carrier in the world to offer Sabre's new "seamless merchandising solution" which uses the Electronic Miscellaneous Document (EMD) standard.

The breakthrough allows agents

to shop, book and fulfil Air NZ ancillary products via GDS, with the carrier saying the move will help it to grow its ancillary sales.

Air NZ will initially launch the system to allow agents to purchase prepaid baggage for their clients, and plans to add a range of other ancillary products.

New Tourism Vic ceo

MELBOURNE Convention and Exhibition Centre chief Leigh Harry has been named as the next Chief Executive Officer of Tourism Victoria.

The appointment has earned high praise from Tourism & Transport Forum Chief Exec John Lee, who said over the past few years Harry has been "instrumental in driving business growth" in the state.

"Having Mr Harry at the helm of Tourism Victoria will ensure the necessary ongoing focus on tourism infrastructure," Lee said.

See **page six** for more of the latest Industry Appointments.

The new standard, developed by ATPCO, allows carriers to file fares and ancillaries for fulfilment via IATA's EMD process, and aims to help airlines more quickly bring new products and services to the travel industry marketplace.

Using industry standards like EMD will make it easier for agents and consumers to "manage the increasingly complex world of comparison shopping," Sabre said.

Currently Sabre is completing BSP certification for the new offering in Australia and NZ, and will shortly thereafter begin local agency testing of the solution, which has already been certified in the USA.

Rocky comp last days

DON'T forget to enter our fantastic Jul competition, which offers a major prize of a trip for two to Canada courtesy of Rocky Mountaineer and Air NZ - see **p7**.

Rocky Mountaineer has for the first time this year launched its own dedicated A\$ brochure.

The competition closes on 31 Jul, and if you've missed any of the daily questions they are all at traveldaily.com.au/competitions.

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[CLICK HERE FOR DETAILS](#)

Directions Conf 2011

THE 2011 Australian Tourism Directions Conference is to be held in Canberra on 13 Oct.

The conference will outline how Tourism Australia's National Long Term Tourism Strategy and the 2020 Tourism Industry Potential are progressing.

Maintaining Motivation

Breakfast Bites
08:00-10:00



Why do your team members come to work?

If it's just about pay, then chances are they won't hang around for long. Motivation is not just about rewards; you have to know how to inspire people to motivate themselves, because motivation from within is more powerful than any external incentive.

Imagine a team which buzzes with excitement and positivity, where people come to work because they want to excel. You can create this team by igniting - and maintaining - motivation.

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Upcoming: Sales In The Information Age (NOV)



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A\$ soars over US\$1.10

THE release yesterday of govt inflation figures had an immediate impact on the Australian dollar which has risen to yet another all time high since it was floated in Dec 1983.

Currency traders are speculating that the 3.6% annual inflation rate, attributed to high fruit and vegetable prices following the natural disasters earlier in the year, may force the Reserve Bank to raise interest rates.

Yesterday afternoon the A\$ tipped 110.62 US cents, but this morning had dipped back slightly to 110.23 US cents.



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HotelClub revamps nett rates

ORBITZ-owned online accommodation provider HotelClub has relaunched its travel agent website after a review of its nett pricing strategy.

Travel agent nett rates have been "significantly reduced" on more than 95% of its global inventory of 71,000 hotels in 141 countries, the company said.

HotelClub said the move reconfirms its "commitment to the travel agent network by delivering a bigger choice of hotels at some of the best rates available, all with instant confirmations".

The revamped agent website, which is free for agents to join, provides a cleaner interface with easier search functions.

Tiger downplays return

TIGER Airways and CASA have jointly deferred a Federal Court hearing which was scheduled for today, with the case over the airline's suspension set to be heard on Mon (**TD** breaking news).

In a statement to the Singapore Stock Exchange, Tiger said it was continuing to work constructively with CASA to resolve issues, and that they had agreed there was "no utility" in a hearing today.

Tiger also downplayed *Fairfax* reports about a possible return to the air from 06 Aug (**TD** yesterday) saying that "there is no information yet as to when Tiger Airways Australia may resume services".

Hotelclub also offers agent incentives in which consultants can receive Member Dollars (which can be redeemed for personal travel or given to clients) based on gross monthly sales over a three month period.

HotelClub is inviting team leaders or agency owners the opportunity to tailor a Member Dollar incentive for their office, by making an enquiry on email to travelagent_support@hotelclub.com.

Agents can receive instant access to the portal by signing up at hotelclub.com/travelagents.asp.

C&K UK purchase

COX & KINGS has launched a takeover bid for UK-listed travel firm Holidaybreak plc, which owns a number of brands including Explore Worldwide, West End Theatre Bookings, Eurocamp and Superbreak.

C&K director Peter Kerkar said the deal "marks an exciting new step for Cox & Kings.

"Holidaybreak adds new product areas and markets which provide use with attractive opportunities to leverage Cox and Kings' global network," he said, with the company growing rapidly including significant expansion of its "outbound tours operation from India and Oceania".

The £310m deal has been approved by the Holidaybreak board, which is recommending that shareholders accept.

DTW Oslo pax safe

DISCOVER the World Marketing has confirmed that its passengers travelling through Oslo, Norway last week at the same time of the extremist's mass attack have been accounted for and are safe.

Innovation Norway has reported security in the capital's city centre has been elevated, and security at borders has been stepped up with longer waiting times at ID checkpoints expected.

Air traffic, ferry and rail services are now running as normal and most roads into the city are open.

Qantas flight pay back

QANTAS is offering passengers the chance to win back the cost of their int'l ticket if booked on a QF flight number via its website.

The promo launched on 16 Jul and is running through until 03 Aug, with one booking each day getting a refund to the value of \$5,000 per booking.

CZ A380 deckplan

CHINA Southern has confirmed that its Airbus A380 is to be configured in a triple-class cabin offering 506 seats (**TD** 04 Apr).

The CZ superjumbo will have eight seats in First Class at the front of the main deck and 352 Economy Class seats at the back.

Upstairs there will be 70 lie-flat Business Class seats at the front and a further 76 Economy Class seats at the rear.



YOU'VE heard of planking - but what about "balconing". Apparently this is another highly dangerous pursuit which is undertaken by mostly drunk British tourists staying in holiday resorts in Spain.

Balconing probably requires a bit of inebriation, because it involves guests on high hotel floors jumping from room to room via their balconies - or alternatively leaping from the balconies into hotel pools.

At least six people died last year undertaking the extreme sport, according to *USA Today*.

PROBABLY not available via Qantas' new epiQure wine club. A 200 year old bottle of Chateau d'Yquem has been sold for £75,000 (about A\$115,000) setting a new Guinness World Record for the most expensive bottle of white wine.

The pricey drop was bought by Christian Vanneque, who probably knows his booze, having formerly been the head sommelier at the Michelin starred La Tour d'Argent restaurant in Paris.

Vanneque now runs a restaurant in Bali - the SIP Sunset Grill - and will display the special bottle there for the next six years, after which he plans to open it and drink it.

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Oman cultural event

THE Sultanate of Oman is encouraging Aussies to learn more about Omani Culture with an event being held over four days from 26 Sep at Sydney's Convention & Exhibition Centre.

The campaign was officially launched with the unveiling of its new OmanCulturalDays.com.au website earlier this week.

"The Oman Cultural Days are intended to be a form for cultural exchange between Australia and Oman," said the Consul General of the Sultanate of Oman Hamad Al-Hajri.

Hajri hopes the showcase will "foster understanding amongst the broader Australian population" by promoting the Sultanate as a "progressive, modern country...(with) rich cultural heritage passing the incredible art, culture, folklore and craftsmanship from one generation to the next".

More details at the website.

Record no's for WOA

ACCOR says it's received pre-registrations from over 1,050 travel industry delegates for this year's World of Accor on 04 Aug.

There's plenty of prizes up for grabs incl a Peugeot, for those who register at worldofaccor.com.

EK A380s to Rome

EMIRATES has confirmed it will launch A380 services between Dubai and Rome's Leonardo da Vinci from 01 Dec, as flagged by **TD** earlier this week (**TD** Mon).

The Emirates double-decker will operate on Flights EK97 & EK98.

Webjet OOL hotel sale

ONLINE travel agency Webjet is offering up to 50% off hotels on the Gold Coast, when booking a minimum of five nights.

Booking and travel dates, as well as deals, vary based on the property - see webjet.com.au.

Virgin Aust 737s set for upgrade

VIRGIN Australia plans to begin rolling out its new domestic Boeing 737 business class by the end of the year, according to the carrier's Group Executive Product and Guest Services, Martin Daley.

He told **TD** yesterday that the carrier will receive 12 new 737s this year with the new cabin configuration - along with the new Boeing Sky Interior and upgraded economy seats.

The existing fleet will start to be retrofitted with the business class section shortly, and by the end of the year service training will also be implemented for crew around the new offering.

Daley also confirmed that Virgin Australia's lounge upgrade program was set to continue, following the opening of the new Brisbane lounge (**TD** yesterday).

After a new opening in Mackay later in the year, Virgin also expects to expand its Perth

lounge as the WA capital continues to grow in importance as a hub for the airline.

"We should be able to add another 100 or so seats in Perth," Daley said.

The Sydney lounge is also likely to expand across two levels, while Virgin Australia is also in the early stages of planning a further enhancement to the Brisbane lounge to allow it to offer a dedicated kerbside entry - similar to that in Sydney.

Easyhotel to Africa

THE budget hotel offshoot of the UK's low cost carrier easyJet is to set up shop in Africa.

Under a master franchise deal with Lonrho Budget Hotels, EasyHotel plans to have around 50 properties across the African continent in larger cities by 2016, with the first to open next year.



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HKTB arrivals up 15%

HONG Kong Tourism Board has reported a 14.7% year on year increase in overseas arrivals for the first six months of 2011, recording 19,331,181 visits.

Jun alone saw a 15.9% rise in arrivals, to 3,035,222 people.

Arrivals from the Australia/New Zealand and the South Pacific region during Jun slipped 4.8% on the same time last year, down to 58,797, the data reveals.

Scholarship deadline

AVIS are being reminded today that applications for the 2011 Avis Scholarship of Excellence are due to close on 22 Aug.

The scholarship winner will get two QF Business Class tickets to NYC, 6 nights accom and 7 days Avis car hire plus an education package valued at \$40,000 - go to avisscholarship.com to register.

Alliance heads to ADL

FLY in/fly-out specialist Alliance Airlines has announced the creation of a new Adelaide base.

As well as a new maintenance facility, Alliance said it would base a Fokker F100 jet permanently in the SA capital from later this year.

Alliance also confirmed its recent expansion into tourism, signing agreements with "several major travel companies" to fly holidaymakers on charter services to key SA destinations including Lake Eyre and Kangaroo Island.

Inca lookout permits

KUMUKA is advising travellers visiting Machu Picchu that the climb to the famous site, Huayna Picchu (that overlooks the Lost City), now needs to be pre booked and an additional entry permit needs to be purchased.

The new regulations implemented by the National Institute of Culture of Peru, will restrict the number of climbers to 200 for each of the two daily departures.

The tour operator said "permits will be subject to availability, and must be purchased at the time of booking their Kumuka tour if travellers wish to guarantee their visit to Huayna Picchu".

An additional charge of AU\$25 is required for the Lares Trek and the Classic Train or AU\$110 to complete the Inca Trail applies.

Olympic countdown

YESTERDAY marked the 1 year countdown until the Opening Ceremony of the London 2012 Olympic Games.

Marking the occasion, the Olympic Delivery Authority also announced yesterday that the last of six permanent Olympic Park venues, the Aquatic Centre, has now had construction completed.

See www.london2012.com.

AUH website overhaul

ABU Dhabi International Airport has upgraded its website with the new site now enabling passengers to book parking, lounge access and hotel stays.

The abudhabiairport.ae portal also features upgraded real-time arrivals and departures info and allows flight status updates to be sent via sms or email to pax.

FJ flying high with Amadeus



AIR Pacific is celebrating a successful move to the Amadeus Altea Inventory, Reservation and Departure Control System, which allows the carrier to offer streamlined processes and improved business efficiency.

The carrier's ceo, Dave Pflieger, recently hailed the switch from FJ's previous arrangements using Qantas systems, as saving Air Pacific millions of dollars (**TD** 19 Jul) because of a "healthy premium" charged by QF.

He said that the Altea suite was fully customisable to meet Air Pacific's needs, which is crucial because of the diverse market segments in which the carrier operates.

And Amadeus Asia Pacific vp Airline Group, John Chapman, said FJ's selection of Altea showed

that the system offers the flexibility to suit both larger carriers such as Qantas but also small to mid-size airlines.

Pictured above from left shaking hands on a successful partnership are Anna Stele Finau, FJ Reservation System Coordinator; Tanzeem Akhtar, Systems Administrator; Pradeep Singh, Airport Manager; Sainaina Waqairagata, Training Coordinator; Mike Moore, Consultant; Dave Pflieger, FJ MD and CEO; John Chapman, Amadeus VP Airline Group Asia Pacific; Suni Joseph, regional director Amadeus Airline Group South Pacific; Sivaporn (Dtui) Tussaro, Account Manager Amadeus Airline Group; Patrick Naughton, Project Manager; and Jerome Brownlow, gm Amadeus IT Pacific.



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- JUNIOR TRAVEL CONSULTANTS**

To apply for these positions email your application to careers@harveyworld.com.au



Intrepid eco accolade

INTREPID Travel took out the gong as the winner of the Australian Business Award for Environmental Sustainability in the travel sector recently.

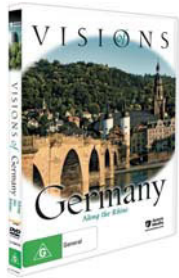
The award recognises Intrepid's sustainability practices.

LH Airbus order

GERMAN flag carrier Lufthansa has confirmed its Mar order of 30 A320neo-family aircraft to include 25 150 seat A320neos and five 185 seat A321neos this week.

The US\$2.8 billion deal will upgrade the carrier's existing fleet of A320 narrow body planes.

WIN A COPY OF THE VISIONS OF GERMANY DVD



Travel Daily is giving away some great destination DVDs this week, courtesy of Acorn Media.

Today two lucky readers can get their hands on the *Visions of Germany - Along the Rhine* DVD, valued at \$19.95 each.

In the *Visions of Germany - Along the Rhine*, one of Germany's most scenic and historic regions unfold from a bird's-eye view. Experience the fairy-tale beauty, natural wonders, and rich history of southern Germany.

To win a copy of the DVD, simply email the correct answer to the question below to: visions@traveldaily.com.au

Who is the Chancellor of Germany?

First two correct entries win! Congratulations to Kathleen Woollacott of Travelrite International and David Phillips from Travel Counsellors who are yesterday's lucky winners of *Visions of England* DVD.

TSAX NCC a sell out

TRAVELSCENE American Express' National Consultants Conference in Melbourne this weekend is sold out with other "potential delegates being turned away over this last week."

Head of Marketing, Adam Vance has also suggested that a special mascot will make an appearance for the first time at the event.

Travel Daily will be providing full coverage of the conference.

Scenic Tassie savings

SCENIC Tours is reminding travel agents that its earlybird offer for couples to save up to \$450 on its Tasmania itineraries will expire on 31 Jul 2011.

Bookings must be deposited by this date.

The new 12-day fully escorted Grand Tasman land tour is now priced from \$4,170ppts, a saving of \$225pp - scenic tours.com.au.

Aussie Specialists soar

TOURISM Australia says it's seen a 25% rise in travel agents around the world signing up as Aussie Specialists in the past quarter.

3rd runway for MUC

GERMAN authorities have given Munich Airport the green light to construct a third runway.

The approval will enable the Bavarian hub to handle another 30 flight movements per hour (up to 120/hr), and will assist it with its charted growth plan of 58 million passengers by 2025.

Munich International Airport is Lufthansa's second largest German facility behind Frankfurt.

JTB agent incentive

JTB Australia is offering a \$10 Coles Myer Giftcard to agents for every \$1,000 of Gross sales of its Japan product made for travel in 2011, when booked by 30 Sep.

The offer excludes Japan Rail Pass only bookings.

Vibe Facebook comp

VIBE Hotels has a social media competition running until 19 Aug, offering people the chance to win the Ultimate Party at any of its hotels around the country.

For details of the Facebook 'Fill a Room' competition go to www.facebook.com/VibeHotels.



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.

Craig Gibbons is leaving **Adventure World** to take up the Account Director role for New York and Alaska Tourism with **AVIAREPS**.

Hogg Robinson Group (HRG) has named **James Stevenson** as the firm's new Global Sales Director. Stevenson has been with HRG for many years and has previously headed up management teams in the Nordic region, France, Italy and Asia Pacific.

Rydges has named **Justin Boydell** as the General Manager for **Darwin Airport Resort and Airport Hotel**. Boydell will transfer to the NT from the Capricorn Resort in Yeppoon, Qld. He has held a number of roles with the brand including management positions with Rydges Rotorua and Rydges Lakeland Resort Queenstown.

Qantas has appointed **Hugh Davin** to the newly created role of Head of Charter Business. He will be responsible for the development of charter and fly-in-fly-out services for Australia's resource sectors for the group.

Alila Hotels & Resorts has appointed **Greg Williams** as General Manager of Alila Sothea, Siem Reap, relocating from the same role at Alila Villas Hadahaa in the Maldives. Williams is originally from Sydney and has worked at numerous properties in Australia, Fiji and the Maldives.

Tom Singer will take up a position on the Board and the role of Chief Financial Officer at **InterContinental Hotels Group** effective 26 Sep. He replaces Richard Solomons who was appointed Chief Executive on 01 Jul. Singer was previously the Group Finance Director and on the Board at private health care insurance and health care services group, BUPA.

Elaine Heng has taken on the role of Corporate Communications Manager at **Pan Pacific Hotels Group** looking after both the Pan Pacific and Parkroyal brands.

TravelManagers has appointed **Suzanne Laister** as National Recruitment Executive to replace Aaron Stinson who recently resigned, returning to Melbourne to pursue a non-travel related career opportunity.

Anantara Hotels, Resorts and Spas has appointed Meg Evans as its new Area Director of Sales and Marketing. Other Anantara appointments include **Maneeporn Koatkhao** as Area Director of Sales MICE Thailand; **Benjawan Meksakul** as DOSM for Anantara Golden Triangle Resort; **Zosimo Jimeno** as DOSM for Anantara Mui Ne, Vietnam; **Gary Ge** as DOSM for Anantara Xishuangbanna in China; while **Benjaporn Magroodtong** is Anantara's new Director of Sales Wholesale.

Vibe Hotels has appointed Australia's first in-house Hotel Music Director. American songwriter/producer **Robert Conley** has signed on as a permanent consultant to the brand, after a successful collaboration on Vibe's recent *Chillout Suite* CD which hit number six on the ARIA charts.

THE Pacific Asia Travel Association has named **Stu Lloyd** as Senior Director - Marketing & Membership Services and **Reid Ridgway** as Regional Director - Asia, with both roles based in Bangkok.



ENTER NOW

Winners announced at TRAVELtech on August 29

AYANA appointment

AYANA Resort & Spa Bali on the region's south-western peninsula has named Peter van Peborgh-Gooch as Director of Sales & Marketing, effective immediately.

Flighties dolled up in Japan

PEREGRINE

Adventures and Singapore Airlines were the host for a group of Flight Centre agents from Queensland, on a seven night family to Japan recently.

The group travelled on 300km/hr bullet trains and visited Tokyo, Kyoto, Hitoshima and Miyajima, staying in traditional hotels and guesthouses.

Pictured in Geisha and Samurai attire back row from left are: Dan Symonds, FC Indooroopilly Mega; Paul Cotto, FC Eagle St and Jerry Pilgrim, Peregrine.

Middle row: Tammi Sirret, FC Carindale; Jillian Doris, FC Underwood; and Belinda Arnesen, FC Browns Plains.

Front: Katherin Latter, ET Garden City; Linda Heffernan, FC Robina and Laura Woods, FC Toowong.



HX Business route

HAINAN Airlines subsidiary airline Hong Kong Airlines plans to launch full First and Business class flights between its hub and London Heathrow, from Mar next year, according to site *Air Journal*.

Delta Jun income slips

DELTA has reported a 12% year-on-year rise in revenue in second quarter, but encountered a 58% loss in net income due to a US\$1b higher fuel expense.

DL's ceo Richard Anderson confirmed capacity reductions would be necessary from Sep.

Tweed Malay focus

DESTINATION NSW, Northern Rivers Tourism, Gold Coast Airport and AirAsia X have launched a campaign to promote the Tweed, Ballina and Byron Bay region to the Malaysian market, using the tagline *Byron Bay and Beyond*.

Korean DMZ tourism

SOUTH Korean tourism officials yesterday outlined a massive project to create an "ecological tourism belt" close to the Demilitarised Zone with neighbouring North Korea.

The US\$18 billion plan includes a call for the DMZ to be designated as a biosphere zone by UNESCO, to preserve the area's biodiversity and promote sustainable use.

The 4km buffer zone between the two Koreas is apparently rich in flora and fauna, with the plan also set to establish trekking and bicycle paths.

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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**FINAL DAYS TO
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TWO TO CANADA!!!**



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 20: How many times a week does Air NZ fly to YVR in July?



AIR NEW ZEALAND

Travel Daily
First with the news

Click here to view all questions and terms & conditions

MEDICAL MEETINGS

Conference Organiser – Moore Park, Sydney

Manage large scale conferences and events for high profile corporate clients from the brief to the final account.

A minimum of 3 years hands-on experience, Certain Events Pro software and an excellent eye for detail are essential.

You are motivated by excellence and have outstanding communication and time management skills.

The successful candidate will be required to oversee several events simultaneously whilst maintaining a sense of humour and team spirit.

Forward your resume and covering letter to:

Gina – info@medicalmeetings.com.au

Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas
Contributors: Chantel Long, Lisa Maroun, Jenny Piper and Barry Matheson
Email: info@traveldaily.com.au

Travel Daily Group:

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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 Jane
– Sally Frape



JOB OF THE WEEK!

Franchise Operations Manager Food Retail Sydney

- Food retail Company
- National Development
- Large Franchisees

Due to the growth of this company, we are now looking for a Franchise Operations Manager based in Sydney and dealing with franchisees across Australia. The purpose of this position is to introduce a high volume of high quality commercial business to the company's Franchisees, maintain and enhance the company's franchising market share. This business is to be sourced internally via the company, as well as externally through existing and prospective clients and referral networks. The role is also responsible for educating, coaching and training for the franchisee on the company's Products, services, policies and procedures to facilitate the identification of potential opportunities. Reports directly to the CEO and Director, working with the Operations Manager, you will have the following key responsibilities: Business Development, contribute to the introduction of quality business to franchisee, develop and implement a Global Marketing and Analysis system that target clients and generate business development activities, maximize cross-selling opportunities for the company's products and services, promote the company's as a quality provider of the Services, Management and Retail Know - How and seek opportunities to sell those products, seek new business opportunities and retain existing client base, build an acceptable level of external referral sources to ensure budgets are met, ensure that all the company's franchising business is introduced in terms of policies and procedures as well as the Franchising Manual.

Contact Remi Descamps on +61 2 9231 6444 for an informal discussion.

Senior Sales Manager, Hotels

- Market leader, luxury five star hotel
- High performance team, top end clients

Our client is a luxury hotel in Sydney, looking for a superior sales leader to oversee a high performing team. We require the experience and expertise for a five star hotel sales professional who has covered the corporate market segment. Working with a high end product and attracting Forbes ranked global companies, our client is known for its dedication to service and provision of first class facilities. Min 3 years BDM required, preferably in team lead role.

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

Business Development Manager – Melbourne

- Leading Global Travel Company
- Base, Super, Car and Commission

The key focus of this role is to identify and develop high growth accounts. You will be responsible for the continuous assessment of sales and marketing opportunities across all distribution channels. You will mostly be seeking new business as well as increasing business from existing agents. To apply for this role you will have extensive experience within the travel industry.

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

Senior Leisure Travel Consultant - Sydney

- Are you an experienced Leisure Travel Consultant?
- Are you looking for a change?
- Salary up to \$65K + super DOE

Our client is a well known and respected Corporate Travel Company specializing in Entertainment and Production travel. They are currently looking for an experienced Leisure Consultant to join their busy team. You will have very solid experience in Leisure Consulting within successful travel business in Australia. You will bring your extensive first hand travel experience. You will have excellent Galileo and Tramada knowledge along with Fares and Ticketing. Superior communication and sales skills are a must. Strong leadership skills are desirable.

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

Product / Supplier Relations Manager - Brisbane CBD

- Australian, New Zealand and Pacific focus
- Develop and maintain relationships with major suppliers
- Great Career progression and overseas travel

A large and established global travel wholesale company is seeking a sensational and dynamic product/supplier relations manager. This company has a wide portfolio of clients including top Australian hotels and major global travel brands. You will be responsible for securing both B2B and B2C contracts and be experienced in developing and maintaining client relationships. A high level of destination knowledge will be needed while understanding hotel product pricing, allotment and availability. The ability to travel throughout Australia and internationally is essential.

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

Travel Temps

- Sydney CBD locations or surrounding suburbs
- Short and long term assignments
- Consulting roles – GDS experience essential

Travel consultants needed for a variety of temporary and contract roles in the Sydney CBD and surrounding suburbs. Some consulting and GDS knowledge is essential. If you are in between roles, returning to work or looking to temp as a lifestyle choice contact us now.

Current temp roles we are recruiting for now:

Temps with Sabre and airfares knowledge x 4 – 3 month assignments – CBD – start now
Temp for Central Coast Agency x 1 – 2 month assignment – start now
Temp Travel Agency Manager x 1 – Northern Beaches – start early August – interviewing now
Temp for Chatswood x 1 – Amadeus and Ticketing – 2-4 weeks – start now

Contact Jane Dearden T: 02 9231 6444 E: jane.dearden@tmsap.com

Reservations Sales Consultant, Lower North Shore SYDNEY

- World Class Leader in Australian tourism company
- Competitive Salary \$\$
- Fantastic environment - fun and buzzing

Our client, one of the leading island resort destination in Australia is seeking an experienced reservations consultant with a travel or hospitality background. Your role will be converting queries into holiday bookings, upselling packages and existing bookings, following up sale leads via email or phone, and organizing exciting itineraries. The ideal candidate will have strong background and proven experience within a customer service and sales environment in hotel or travel, preferably in a telephone based environment. In return you will receive generous salary package and excellent career opportunities to grow within the company. You must be available to work Saturday to Wednesday.

Contact Emmie T: 02 9231 6444 E: emmie@tmsap.com



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SENIOR ACCOUNT MANAGER

SYDNEY & MELBOURNE – SALARY PACKAGES \$100k++ DOE

Are you at the peak of your game? If you're a talented Account Manager with thorough knowledge of large corporate travel programs this role will allow you to work with a select group of VIP clients. You will effectively manage key client relationships and add value through the provision of analysis & recommendations, supplier negotiations, service delivery resolution and market intelligence.

ARE YOU THE MISSING LINK?

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 business processes.

FIND YOUR MOJO IN THIS BUSY CONTACT CENTRE

CALL CENTRE MANAGER

SYDNEY – SALARY PACKAGE OTE \$100K

Working with a leading Contact Centre business, you're experienced in managing the operational and financial performance of a multi-site operation with solid skills in staff management, service delivery, measurement of call centre metrics, data analysis, efficiency optimization and achieving targets. We need Japanese language skills for this one too, so if you've got the lot we'd like to meet you.

HERE'S YOUR BIG CHANCE TO STEP UP

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.

THIS ROLE WILL BE MUSIC TO YOUR EARS

**CORPORATE SALES MANAGER – ENTERTAINMENT
MELBOURNE – SALARY PACKAGE OTE \$80K +**

Love the buzz of the entertainment industry? The excitement of touring, production and music is right on your doorstep. This Business Development Manager role requires a sales savvy industry specialist who loves targeting an audience a little different from the rest. Don't be bored in the normal corporate space, make an impression within entertainment. Your networking talents are wanted here!

PREFER IT BOUTIQUE & COZY?

**CORPORATE OPERATIONS MANAGER
PERTH - SALARY PACKAGE NEG ON EXPERIENCE**

Feel at home in this intimate TMC where you will be overseeing a team of travel consultants. You will need to possess leadership skills and have exceptional knowledge of corporate travel, training & development and client relations. This role allows you to take full management control of this travel office and manage future growth and development. Become an integral part of their ongoing success.

THE BEAUTY IN EVENT MANAGEMENT

**EVENT TRAVEL MANAGER
MELBOURNE – SALARY PACKAGE \$70K**

Join this successful organization in the Group & Event space where you will be responsible for managing their in-house travel desk. With your great experience you will be able to process group flights, add in pre & post touring requirements and juggle a busy workload. This senior role is sure to impress those looking for a challenge and a unique role. A great opportunity to join a market leader. Events pro essential.

ONE FOR THE SALES DRIVEN INDIVIDUAL

**BUSINESS DEVELOPMENT MANAGER – RETAIL MARKET
MELBOURNE - SALARY PACKAGE TO \$60k + CAR + BONUS**

Searching for a new challenge and not afraid of hard work? This great new role gives you the opportunity to set your travel career on a new course of discovery. You will be highly driven to achieve with a strong background in reaching and exceeding sales targets. You'll need a flexible attitude and the ability to work weekends and long days as required with the rewards being a fun role with great financial rewards.

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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EFFECTIVE DECEMBER 2011 VN FLIES TO LON COMPLEMENTING THE EXISTING FRA/PAR/MOW FLIGHTS & ALSO OPERATES TRIPLE DAILY FLIGHTS TO PNH FROM VIETNAM PLUS AN EXTENSIVE NETWORK TO NORTH/SOUTH ASIA



MAJOR PRIZE

THE TOP 2 SELLING AGENTS between 25 July - 25 August 2011 will win 2 FOC tickets in Economy Class to Vietnam (DAD/NHA) or Cambodia (PNH)

PRIZES

\$50 VOUCHER for every return Business class ticket issued ex Australia to LON/PAR/FRA/MOW, North/South Asia

\$30 VOUCHER for every return Economy class ticket issued ex Australia to LON/PAR/FRA/MOW, North/South Asia



Consolidated Travel Group



CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quickticket between 25 July – 25 August 2011 on 100% VN itineraries ex Australia plated to VN (738) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Vietnam Airlines reserve the right to alter or cancel the promotion any time. Vouchers & tickets (do not include taxes, surcharges or processing fees) for this promotion are capped and will be distributed at the completion of the promotion, voucher claims must be received by COB 31 August 2011. Consolidated Travel Group ABN 60 004 692 791. Date of issue 21 July 2011.

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