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First with the news

Tuesday 7th June 2011

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Virgin+Singapore Airlines

VIRGIN Australia this morning announced the next piece of its global puzzle, with a new "long term partnership" with Singapore Airlines (**TD** breaking news).

The landmark deal will include comprehensive cooperation between the carriers, including joint sales, marketing and distribution activities - similar to Virgin's existing alliances with Etihad and Air New Zealand and its proposed Delta Air Lines pact.

Through the Singapore Airlines network Virgin Australia pax will have access to 70 new destinations across the globe, while SQ will add 30 new codeshare destinations in Australia via the Virgin network.

Although the full alliance is subject to ACCC approval, an initial stage effective 01 Aug will see SQ interline on the Virgin Australia domestic network with

a single ticket, through checked baggage, terminal transfers and inclusive meals.

From the same date Gold members of the Velocity and KrisFlyer members will also have reciprocal lounge access.

The carriers said that if the ACCC approves the deal "customers should be able to experience the full benefits of the alliance from late this year".

"Asia is clearly a critical market for us...Singapore Airlines' extensive network throughout Asia will be particularly attractive to our international business and leisure travellers, and this partnership, along with our other alliances, will mean Virgin Australia can now offer truly global flight coverage," said DJ ceo John Borghetti.

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
- TQUAL scheme

TQUAL accreditation

TOURISM operators across Australia are being urged to join the TQUAL tourism accreditation scheme - for details see **last page**.

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BA commission cuts

BRITISH Airways will stop paying commission ex Australia on internal UK/Europe and Africa flights effective 01 Sep.

There will be no change to the current 5% base commission paid on long haul international journeys from point of sale Australia, and BA is also now paying base comm on fuel surcharges for tickets sold here (**TD** breaking news yest).

BA is one of the carriers involved in the fuel surcharge comm case.

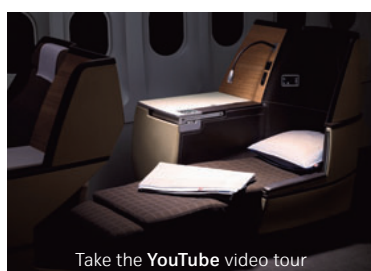
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Travel Daily

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QHols/Viva! Europcar

QANTAS Holidays and Viva! Holidays have added Europcar car rental to their domestic portfolio, effective immediately.

The firms said the addition of Europcar provides agents with more choice and flexibility.

NRMA brand consolidation

ADVENTURE World's strong brand recognition - and its preferred status with all of the major agency franchise groups - has led to a decision by NRMA Travel and Leisure to consolidate the marketing of its various wholesale brands under the Adventure World banner (**TD** breaking news yesterday).

CEO Keith Stanley said the move would make it easier for the firm's BDMs as well as for the contracting side of the operation.

"Basically we've had four brands with four lots of contracts, and separate marketing into most of the agency groups and independents," he told **TD**.

Although the Value Tours, Creative Cruising and Coral Seas brands will continue to exist, they will be specialist divisions of Adventure World.

The expanded Adventure World range will "complement what Infinity, Creative and Qantas Holidays are offering," he said.

The changes are effective 01 Jul, with Stanley saying "by operating under one brand we can truly harness and leverage our message as the destination experts, by having a series of strong reservation teams who are devoted to their area of expertise."

"The streamlining of systems, processes and services offered to our valuable partners will improve our effectiveness."

"In addition to having an

exceptional range of wholesale product available, we will have the power to develop our range even further to satisfy the demand for unique experiences and adventures in comfort," Stanley added.

Earlier this year Adventure World launched new Cruise Adventures and Luxury Adventures product, and Stanley confirmed that a dedicated Adventure World ski program would also be launched.

He said that Creative Cruising would focus more strongly on adventure product, with most major cruise operators having direct deals with agency groups.

New Voyages team

KOOS Klein has been named as md of Voyages Indigenous Tourism Australia, after the 23 May settlement of the purchase of the iconic Ayers Rock Resort.

Ray Stone is the firm's new exec gm sales, marketing & distribution.



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Joyce warns on QF int'l

QANTAS ceo Alan Joyce says the carrier's mainline international operation will not receive any extra funding until it starts to return its cost of capital.

Speaking in Singapore at the IATA agm yesterday, Joyce said "we have to review the capital we are putting into it because the business is not performing".

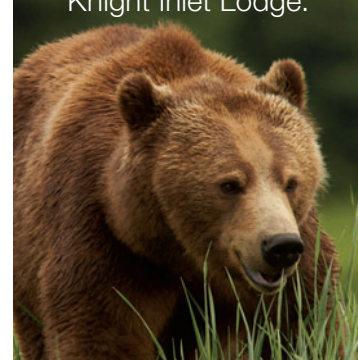
He said higher seat densities on forthcoming A380s would help boost yields, while the accession of MH into oneworld would also provide new Asian opportunities.

Qantas shares dropped below \$2 yesterday, plunging further to \$1.91 today after the SQ/DJ alliance announcement (see p1).




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CHINA HOLIDAYS

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Tourism recovering post floods, cyclone

THE Federal Tourism Minister says Asian markets, including Hong Kong, Singapore and Malaysia, are "cushioning the impact on tourism" following a spate of natural disasters earlier this year.

Martin Ferguson yesterday said Apr's int'l arrival and departures figures (**TD** Mon) "show the Australian tourism industry is emerging...in good shape overall" after earthquakes and flooding.

China and India, both emerging

markets for Australia, saw a 7.7% and 8.7% increase in arrivals in Apr, while Hong Kong visitors were up 37%, Singapore up 17% and Malaysia 16%.

"Practical measures, such as the memorandum of understanding on strengthening tourism with the Chinese government, are helping us to make the most of emerging markets," he said.

Tourism Australia's strong focus on China is reflected in this week's high level talks in Northern Qld, with **TD** set to report from the Australia-China Tourism Summit in Cairns tomorrow.

Strategic OK for China

STRATEGIC Airlines will launch services between Australia and China before the end of Aug next year after gaining approval for an allocation of 1,911 seats per week from the International Air Services Commission yesterday.

The five-year determination enables Strategic to use an Airbus A330 aircraft from either Sydney, Melbourne, Brisbane or Perth to an unspecified Chinese gateway, but likely to be Shanghai.

In other IASC determinations announced yesterday, Air NZ has been permitted to codeshare on unlimited Pacific Blue Australia trans-Tasman services; Qantas has been allocated 12 weekly third party code share services and two units of B747 equivalent services per week on the Thailand route along with 2,121 weekly seats on the Taiwan route (**TD** 06 May).

At its request, Qantas has also had a collective six frequencies of capacity/week on the Australia-Hong Kong route revoked.

Gap Adventures EOFYS

GAP Adventures is offering an end of financial year sale on all tours booked and paid in full by the end of Jun, departing now until 30 Sep 2011, with discounts of between 20% - 11%.

A saving of up to 11% is also available on tours between 30 Sep and 31 Dec 2011.

Grand Chifley Brisbane

CONSTELLATION Hotels has today announced it will open the 48-room Mosaic Grand Chifley Brisbane in 2013.

Myer One adds Hertz

DEPARTMENT store Myer has added Hertz Australia to its loyalty program, MYER one, with members earning two Shopping Credits for every \$1 spent when renting a vehicle in Australia.

Sunshine shake-up

SUNSHINE Coast Destination Ltd has appointed David Thompson, Ian McNicol, Jane Fraser and Greg Laverty as new board directors.

Rodger Powell has also been appointed as the new Chairman.



Window Seat

MARRIOTT International is truly embracing social media, with the launch of a special Facebook application to encourage people to join the hospitality industry.

My Marriott Hotel allows Facebook users to manage their own virtual property, with Marriott vp for human resources David Rodriguez saying the game would "demystify the industry".

YOU'VE heard of self-drive tourism - what about self-ride?

Car rental giant Hertz this morning became the first major firm to offer electric bicycles for rental, with the introduction of Ultra Motor bikes in London.

12 of the eco-friendly conveyances are now available for daily rental from Hertz's Marble Arch location in central London, costing £20 a day.

Bikes are supplied fully charged, and a charger will be supplied meaning the bikes can be souped up by plugging them into any mains socket.

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Voyager celebrates milestone



ABOVE: Voyager Travel honoured one of its long term clients, Specialty Fashion Group, with a special award recently after the company achieved 100% online bookings over the last quarter.

Voyager ceo Richard Savva told *TD* yesterday the milestone was significant because of the cost savings to the Specialty Fashion Group business via the Serko online booking tool.

He said that the client makes around 500 domestic bookings every three months, and had always been around 90-95% of online compliance - but a push over the last three months had achieved the landmark.

A key driver of the improvement was an enhancement to the Serko system which allows users to view and use Qantas credits for bookings - in contrast to previous arrangements where amounts held in credit could only be

accessed via phone bookings.

Specialty Fashion Group travel Booker Tracy Low is pictured above holding her award with, from left, Nina Craw, Serko; Silvana Johnston, Voyager Travel; and Russell Godin, Specialty Fashion Group.

MEANWHILE Savva also told *TD* that Voyager's claim to be Australia's largest privately owned independent TMC was based on the huge volume of segments the agency books.

He said that Voyager is firmly focused on organic growth, with an exceptionally high rate of client retention.

Despite the recent appointment of high profile banker Anna McCreery to the Voyager Board (*TD* 02 May), Sava said the firm was "100% not heading for a float" - in contrast to rival TMC Corporate Travel Management which listed on the ASX last year.

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Kimberley heritage push

A GROUP of tour operators and tourism associations is calling for heritage protection of WA's Kimberley region, citing concerns that resource industry projects could "devastate" the iconic area.

Intrepid Travel, Pinnacle Tours, Adventure Tours Australia, Kimberley Wild Expeditions and the Western Australian Indigenous Tourism Operators Council are among the groups trying to protect the Kimberley.

Federal environment minister Tony Burke is currently considering whether the region deserves National Heritage listing.

"The Kimberley's reputation as an outstanding tourism destination is growing on a global scale - not only because of its stunning natural landscapes and extraordinary biodiversity, but because of its unique Aboriginal cultural values," said Jo Camilleri of the Fitzroy River Aboriginal Tourism Association.



Rd 13 Winner

CONGRATULATIONS
Lee Burrows
from *Compass Corp*

Lee is the top point scorer for Round 13 of *Travel Daily's* NRL industry footy tipping competition and has won two three-day Eurail Select Passes for three countries, courtesy of Rail Plus.



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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Last week's \$1,000 winners are:

- Judith Moffitt, CHARLSTOWN NSW
- Dana Uerata, SOUTH TWEED NSW
- Matt Posaner, FULHAM GARDENS SA

Last week's \$250 winners are:

- Brett Atkinson, FOREST HILL VIC
- Robyn Buteyn, BRIGHTON SA
- Lisa Noye, TOOWOOMBA QLD
- Zahrah Groom, BRISBANE QLD
- James Flanagan, GEELONG VIC
- Tiria Hauraki, BLACKTOWN NSW
- Rhiannon Bromley, HASTINGS VIC
- Cathy Xiao, TULLAMARINE VIC
- Alyscha Abbott, WODONGA VIC
- Amanda Howard, BATEMANS BAY NSW
- Jessica Obrien, NORWOOD SA
- Shannon Styles, KIRWAN QLD
- Louise Whitlock, CHERMSIDE QLD
- Anna Fox, HOBART TAS
- Emma White, HYDE PARK SA
- Dale Gladigau, CASUARINA NT
- Anita Gupta, PARRAMATTA NSW
- Kohar Sakaian, GORDON NSW
- Michael Kubler, RANDWICK NSW
- Michelle Jude, BUNBURY NSW
- Dan Denman, PERTH WA

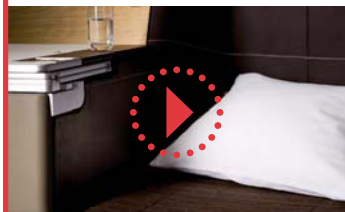
Payments will be processed at the end of the month

WIN A SWATCH
Day 2: Tuesday

Travel Daily has teamed up with SWISS to give a SWATCH —every day this week, to each of the two daily lucky winners.

Click on the YouTube video link and answer the question of the day. The first two correct entries received each day win.

Rush your answer by email to:
swiss@traveldaily.com.au



Q. What is the title of the Business Class video?

Flat beds in Business Class: on board every longhaul SWISS Business flight by July 2011.

Travel Daily
First with the news



CONGRATULATIONS WINNERS DAY 1:

Sam Lowe from Corporate Traveller & Mark Pearman from Epping Travel.

Travel Daily

First with the news

Tuesday 7th Jun 2011

Walshe JAL NZ deal

REPRESENTATION specialist The Walshe Group has been appointed as the Passenger General Sales Agent for Japan Airlines in New Zealand.

The move is effective 01 Jul, and follows the closure of JAL's New Zealand office this month.

Sustainable trekking

WORLD Expeditions has announced a "major sustainable trekking initiative" in the Himalayas, with the establishment of a series of permanent camp sites, wilderness camps and eco lodges in the Everest area.

Each campsite will include a dining room for meals, and an ablution block with flushing western toilets, and the new facilities will be used for all World Expeditions trips above Lukla - info 1300 720 000.

Travelport IHG deal

INTERCONTINENTAL Hotels Group this morning announced a new long-term full content and technology services agreement with GDS provider Travelport.

The pact guarantees Travelport agents globally instant access to full rates from more than 4500 IHG properties worldwide.

IHG will also participate in Travelport's Best Available Rate program as well as Complete Pricing Plus.

The system will return to agents detailed information including nightly rates, meals, cancel and refund policies, commissions and total cost for entire stays.

Travel Counsellors are gold



ABOVE: Over 90 top performing members of the Travel Counsellors group recently took part in the annual Gold Weekend in Dubai, which honours the agents who produce the lion's share of the company's business.

The Westin Dubai Mina Seyahi Beach Resort hosted the event, which also included activities such

as desert safaris, city tours, helicopter rides and a cruise.

The Gold agents make up 11% of the company's Travel Counsellors, but account for 33% of overall sales.

Pictured above are Aussie participants Daryl and Rosemary Metcalf, Claudia and Ian Silk; Melissa Ingles; and Kylie Stokes.

SYD taxi fees increase

SYDNEY Airport yesterday announced increases in fees charged to taxis, minibuses and limousines, along with several facility upgrades.

\$2.8m has been spent on the T1 international taxi rank to boost capacity and reduce passenger queuing times, while T2 domestic will see the introduction of an automated e-tag system to help counter the practice of touting.

As well as more space for taxis and limousines at T1, a new undercover walkway will be installed to the public pick up area.

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Your key responsibilities will include:

- Manage the build and on-going maintenance of property profiles on OTAs.
- Load promotional activities on OTA extranets.
- Investigate and report on OTA rate parity issues.
- Support centralised reservations team with rate and operational issues.
- Liaise with other internal Mantra Group Departments to ensure implementation of online strategies.
- Provide weekly/monthly sales analysis and reports within nominated time frames.
- Carry out projects as directed by the National Sales Manager - Leisure.
- Ensure that all documents are accurate.
- Answer all enquiries within a timely manner.

The ideal Candidate will have:

- Experience in building and maintaining property profiles on OTA extranets
- Basic understanding of channel management functionality
- Proven attention to detail
- Ability to work to timeframes.
- Strong excel skills
- Team focussed

If you would like to become part of a great Team please send your resume and cover letter to paula.maxwell@mantragroup.com.au

Tuesday 7th Jun 2011



Money

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

\$1AUD = US1.071

THE Australian dollar is continuing to see strong support among currency traders, despite the Reserve Bank widely expected to leave interest rates unchanged this afternoon.

However a second bailout of the Greek economy has traders twitchy about the Euro, which has risen further against the A\$ making European trips even more attractive.

The Australian currency has also risen significantly against the South African rand over the last few weeks.

Wholesale rates this morning:

US	\$1.071
UK	£0.654
NZ	\$1.309
Euro	€0.734
Japan	¥85.40
China	¥6.85
South Africa	R7.12
Canada	\$1.043
Crude oil	US\$99.05

AI to Star by 31 Jul 11

AIR India yesterday reiterated its plan to enter the Star Alliance by next month, a few weeks after advising it had satisfied the airline group's 'Minimum Joining Requirements' (TD 23 May).

In a statement on the carrier's website an Air India spokesperson said a meeting of Star's Chief Executives Board on 03 Jun, "the Star Alliance GmbH apprised the readiness of Air India to join Star Alliance within July 31, 2011."

Wong tour discounted

HELEN Wong's Tours 17-day Jewels of China tour is now priced at \$5,120ppts, including airfares, a saving of \$300 per couple.

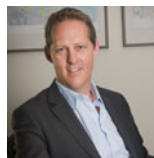
Minor lifts Oaks stake

MINOR International has today raised its shares in Oaks Hotels & Resorts from 86.56% to 87.91%.

Dollar dismiss Hertz

THE Board of Dollar Thrifty Automotive Group have told shareholders to "take no action" on the offer made by Hertz to acquire the business, "given the uncertainty surrounding the length and outcome of the regulatory process as Hertz and Avis Budget work towards antitrust clearance".

Hertz has proposed a price of \$US72 per Dollar Thrifty share, made up of \$57.60 in cash and 0.8546 of Hertz common stock.



AFTA UPDATE

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

LAST week I reported with great anticipation that we did not know what outcome would be presented at the conclusion of the Ministerial Meeting of Consumer Affairs Ministers (MCCA) held last Friday 3rd June in relation to the review of consumer protection in the travel industry.

A week on and we have a much clearer picture of what MCCA is wanting and moving towards.

It is clear that what has been released by MCCA is good news for the travel industry and that a reform of the consumer protection arrangements and regulations for the industry will happen.

The communiqué that has been released and reported in the consumer media and *Travel Daily* clearly needs a little decoding.

What it says is that the Ministers acknowledge the need for reform of the travel industry regulations in Australia and make reference to the Tourism Accreditation Framework and Australian Consumer Law. One could interpret this as meaning: Accreditation to replace licensing and the move from the TCF compensation arrangements to the reliance on the new Consumer Law of Australia.

That's just what was proposed in the Standing Committee of Consumer Affairs Officials (SCOCA) paper released just a few months ago.

Further the communiqué said that a Travel Industry Transition Plan was to be developed with government, industry and consumers. This is a signal that we are moving toward something else - otherwise why would it be a transition plan?

Like most things, it will take a little time to fully understand the real meaning of the words in the MCCA communiqué but there is no doubt in my mind that this is the clearest sign we have had in all of this review process that MCCA wants changed. A very welcomed and pleasing result for the travel industry.

I am also most pleased that all of the effort, energy and dedication that have been put into this review by so many have finally paid a dividend.

As I said last week, it will be what it will be, however I think we now know that it will be different and better.



ITP expansion

THE International Travel Partnership of TMCs has added three new members in the Middle East: Algosabi Travel in Bahrain; Ali bin Ali Travel & Cargo in Qatar; and Global Travel Solutions in Saudi Arabia.

ITP's membership also includes Maxim's Travel in Australia.

MH signs with UATP

MALAYSIA Airlines has officially applied to become a shareholder and issuer of the Universal Air Travel Plan (UATP).

The UATP scheme is a credit card used by corporate travellers, with the carrier saying that growing its corporate market share was a "strategic initiative for improving our yields and load factors for profitability".

The move comes just a day after MH announced plans to join the **oneworld** alliance (TD yesterday), with ceo Tengku Azmil Aziz saying "the time is clearly right for our company to join one of the global airline groups".

Hahn Air additions

E-TICKETING specialist Hahn Air has announced the addition of three more participating airlines.

Tickets on NextJet (2N), Kyrgyz Airways (KR) and RusLine (7R) can now all be issued on HR-169 docs.

Europcar delivery

EUROPCAR has launched a new 'freeDeliver' service for customers hiring a vehicle for two days or more in the UK.

The system give free car hire delivery and collection within 15 miles of each Europcar location.

Walk-through sniffer

A SCREENING system which automatically "sniffs" passengers for explosive traces could potentially speed up airport security procedures.

A prototype "Checkpoint of the Future" was unveiled today at the IATA agm in Singapore, using "intelligence driven risk-based measures" to reduce queues while enhancing security.

Pricing Analyst



DriveAway Holidays is looking for a dynamic Pricing Analyst to work in the Pricing team. This is an outstanding opportunity for the right professional with vision and keen analytical skills.

The successful candidate will be responsible for the following:

- Tracking key economic indicators and competitor pricing
- Provide analysis and commentary for regular internal communications on pricing updates, booking performance and competitor pricing
- Identify market segmentation opportunities to promote pricing systems

The following skills are required:

- Advanced knowledge of Microsoft Excel
- Outstanding attention to detail
- Proven ability to work autonomously as well as within the team to achieve optimum results

If you feel that you have the key qualities required for this role, please email your resume and cover letter to HRSydney@driveaway.com.au.

Applications close 15 June 2011.

Amadeus appointment

AMADEUS IT Pacific has named Sharon Stanley as Head of Key Accounts, a role which will see her responsible for strategic partnerships with key customers.

Consolidated incentive winner



ABOVE: Consolidated Travel has awarded Rose Young, Extragreen Holidays as the 1st prize winner of its recent Garuda Indonesia travel agent incentive which ran from 15 Apr to 13 May.

Rose won two return tickets to Denpasar (Bali) or Jakarta and \$2,000 spending money.

She is pictured here receiving her prize from Chris Howard, Garuda Sales Executive (left) and Steve Alysandratos, Consolidated Travel Customer Relationship mgr.

SoulFit Bali Adventure

SOULFIT Adventures has a 7-day 'Soul Bali Soothing' yoga retreat at Bali Mountain Eco Resort on 08 Oct, priced from \$1,995ppts - details at soulfitadventures.com.

First EK A380 in Rome

EMIRATES helped celebrate the 50th anniversary of Rome's Leonardo da Vinci airport in Italy on Mon, with a one-off A380 service into the European hub.

Ever dreamed of being on stage? Well, here's your chance to be...

Queen for a Day

The Tiffany Project

Can you hold tune? Shake your tail feather? Love to perform? Here's your chance to appear on stage in Thailand's famous Tiffany's Show, Pattaya.

Throughout the month of June, **Travel Daily**, Tourism Authority of Thailand, Thai Airways International, Siam Hotels and Resorts and **Tiffany's Show** invite travel consultants to join us for a once in a lifetime "Queen for a Day" experience.

Send your audition video and you could join our group on a special fam trip to Thailand that includes flights with THAI, 5 nights courtesy Siam Hotels & Resorts (two in Bangkok & three in Pattaya) and a makeover, dress up and performance at the famous Tiffany Cabaret Show in Pattaya.

To enter, simply send in an audition to the Tiffany Show as a short video clip of yourself (30sec-1min, .mov or .wmv file) lip syncing to your favourite song. You can use props and/or dress up if you wish.

All the clips will be uploaded to **Travel Daily's** YouTube page. At the end of the month five winners (a representative from NSW, VIC/TAS, WA, QLD/NT and SA) will be chosen by the judging panel..... and one additional....as voted by the industry.

So grab your video camera or mobile phone and release your inner performer!

Send your entries to:

tiffanysaudition@traveldaily.com.au

Click here for more information

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Tiffany's Show
Pattaya, Thailand

Tempo Greek isle sale

TEMPO Holidays is offering a 10% discount on four of its Greek Island hopping trips, including the 10-day Mykonos & Santorini tour which is now priced from \$880ppts.

The deals apply to sailings in Sep and Oct - call 1300 362 844.

Yemen evacuation

THE Australian govt is advising Aussies in Yemen that they should depart immediately following the "further deterioration of the security situation" in the country.

The current DFAT travel advisory for Yemen is 'Do not Travel'.

Wheretosleep.com.au

YET another web-based travel accommodation portal has today been launched in Australia, but this one offers something slightly different from the rest.

Wheretosleep.com.au is promoting itself as an "affordable alternative to hotels and other accommodation" by linking travellers with private hosts.

Hosts can offer options from as simple as a couch, to a bedroom to a country house.

So far the site is offering accom in the UK, France, Italy, Spain, Germany, Netherlands, Belgium, Portugal, USA and Australia.

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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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New Careers cleared for take-off

Get on board with TMS today!

Hot Jobs (Australia) - June 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!

Online Travel Sales Executive, Sydney

- Exciting and newly created online travel company
- Salary base to \$90k + commission

Our client, a newly created online travel company with Global backing is currently seeking an experienced sales executive to join their sales team in Sydney. You will be joining a team of dedicated sales executives and have the freedom and autonomy to run your own region. This company provides the best of travel, media, internet and the group buying model. You will represent and sell media and advertising products to the Australia market. You will be proactively prospecting and qualifying existing and potential new advertising accounts. Pitch for new partnerships and the creative, execution and review of campaigns aimed at growing transactions and media sales. To be successful in this role you will need at least 3 to 5 yrs relevant experience in media, travel or advertising sales.



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Contact **Brendan** or **Sally** at TMS Asia Pacific T: 02 9231 6444 E: sally@tmsap.com

Corporate Travel Consultant, Eastern Suburbs

- Boutique Corporate Travel Company
- Salary to \$60k
- Buzzing Eastern Suburbs location

Our client a leading Corporate Travel Management Company, is currently seeking an experienced corporate consultant. You will manage your own portfolio of VIP corporate accounts and have an opportunity to work amongst a great team of experienced consultants along with a strong support structure. This is a wonderful opportunity for an experienced consultant to join a fabulous travel company who really know how to look after their staff. They do offer 4 weeks annual leave + 1 week paid educational leave.

Contact **Sally Frape** at TMS Asia Pacific T: 02 9231 6444 E: sally@tmsap.com

New Business Sales Executive, Sydney

- Global Travel Management Company
- Excellent salary + commission structure
- Great career opportunities

Are you seeking a brand new opportunity within a global organisation where your success will be recognised and your career will flourish? Be part of a high performance culture. The Sales Manager will focus on generating new opportunities for corporate travel offerings within and serve as the lead advocate for nominated clients. You will be responsible for identifying opportunities and working with the client throughout the full sales/implementation cycle as appropriate. This is an ideal opportunity for driven, sales focused individuals to work within the dynamic and integrated environment, where you will have access to a broad support structure and subject matter experts who will enable your success.

Contact **Stacy Balderston** or **Sally Frape** T: 02 9231 6444 E: sally@tmsap.com

Product Support Advisor - Sydney

- Great Location and office - Sydney CBD
- Huge Global Travel Technology Company
- Full time and 3-4 days part time roles

This role will suit a person who has used travel accounting backoffice systems like SAM or Tramada and is looking for a role with variety. You must be a good problem solver and investigator.

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

CorpoCorporate Account Manager - North Sydney

- Global Travel Company
- Corporate experience essential
- Great rewards and benefits

The successful candidate will be responsible for developing and implementing strategies to nurture and grow the business. Ideally you will be from a account management background and have superior customer service.

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



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BRISBANE – 13/97 Creek St – (07) 3229 9600 – employment@aaappointments.com.au
ADELAIDE & PERTH – (03) 9670 2577 – recruitsa@aaappointments.com.au & recruitwa@aaappointments.com.au

SOUTH PACIFIC SPECIALIST RESERVATIONS TRAVEL CONSULTANT SYDNEY – SALARY PACKAGE TO \$50K

Use your in depth knowledge of the South Pacific to boost your bank balance! This role offers a generous salary plus great incentives! Business is booming which means big \$\$ for you. This is your chance to work for a progressive company who treasure talent and realise your FULL potential. CRS experience is a must, as well first hand South Pacific destination knowledge. You will also need strong sales skills as well as advanced interpersonal skills. Is this you? Call us!

SHOW ME THE MONEY CORPORATE TRAVEL CONSULTANTS x 2 NORTH SYDNEY – SALARY PACKAGE \$65k + OTE

Calling all Corporate Consultants -we are searching for experienced consultants looking for a better life. You will be enjoy working for this Global TMC with a name that is at the forefront of the travel industry. Career progression, outstanding salary package and excellent training and development are some of the benefits working with this fun and friendly team. You must have 2 yrs industry experience, CRS skills and exceptional customer service. Apply now ...

BOUTIQUE WITH BENEFITS! CORPORATE TRAVEL CONSULTANT x 3 MELBOURNE & SYDNEY – SALARY PACKAGE TO \$60K

Have you ever wished to have your birthday off from work every year? What about free breakfast at work, fruit throughout the day and a friendly fun team to be a part of? What about a chill out room for some peace and quiet? Sound amazing? This boutique corporate TMC is offering an experienced Sabre trained consultant all of this, plus more! Apply today to secure this dream job! Tramada also highly beneficial.

BE THE LEADER OF THE PRIDE AFRICAN WHOLESALE SPECIALIST MELBOURNE AND PERTH – SALARY PACKAGE TO \$55k

Looking for an exciting job where you can really make an impact and have superb opportunities to travel to Africa? Your passion for this area of the globe will be evident when speaking to clients and you'll have excellent time management, CRS skills, destination knowledge and at least 2-3 years working as a travel agent or as an FIT wholesale consultant. APPLY NOW!

TRAVEL TEMPS URGENTLY REQUIRED CORPORATE AND LESUIRE TRAVEL TEMPS AUSTRALIA WIDE - HOURLY RATE \$20-\$25 PH +

We have a wide range of temp roles waiting for you! Whether you are after retail, leisure, corporate, ticketing, documentation or admin, AA can place you in temping roles with companies that are leaders in the travel industry. All you need to is strong CRS skills, a minimum of 12 months experience in the Australian Travel Industry (or a valid Working Holiday Visa) and a good attitude. Start making the \$\$ TODAY!

GROUP FLIGHTS CO-ORDINATOR CORPORATE GROUP COORDINATOR MELBOURNE – SALARY PACKAGES TO \$53K

This large corporate company is looking for an experienced groups consultant to manage large group travel requests. High attention to detail is a MUST and previous experience on Galileo is preferred. This exciting role is definitely a rare find!! For the right candidate, this role will offer excitement and daily challenges. Don't miss your opportunity to secure one of the best roles in Melbourne!

*****HOT PRODUCT ROLES ON OFFER*** PRODUCT COORDINATOR & CONTRACTING BRISBANE – SALARY PACKAGES \$50-\$60K**

There has never been a better time to look for a new product position. We currently have several fantastic opportunities in leading wholesalers for experienced product co-ordinators. Superb salary packages plus fantastic working environments and travel discounts are on offer. You will work closely with suppliers in contracting competitive rates, allotments and specials. Relationship building and negotiation skills with previous product experience are essential.

ONE WAY TICKET TO SUCCESS TICKETING CONSULTANTS BRISBANE CBD – SALARY PACKAGE \$55k ote

Are you a retail consultant who is passionate about fares and ticketing? Want to move behind the scenes? Now you can! Working within this fun loving and busy team, you will be responsible for handling all aspects of ticketing for agents. Your exceptional fares knowledge will be used to its full potential whilst you assist with fare queries. Your hard work will not go un-noticed with a rewarding salary and sensational bonuses. GDS skills and high attn to detail a must.

ARE YOU RECOGNISED AS A **TOP QUALITY** TOURISM OPERATOR?



IF YOUR BUSINESS ISN'T TQUAL ACCREDITED, YOU MIGHT BE MISSING OUT.

TQUAL is the new national accreditation symbol that identifies the best tourism operators in the country. This symbol of excellence will unite independent accreditation programs under one umbrella and help tourism operators build trust and credibility with customers. Operators belonging to TQUAL accredited programs will have access to the TQUAL logo, and will be able to **take advantage of the marketing dollars being spent** on publicising TQUAL from mid 2011. As a result, businesses can gain significant advantage over their competitors and improve their bottom line.

**For more information visit
www.ret.gov.au/tqual or call 02 6243 7024.**

