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Thursday 16th June 2011

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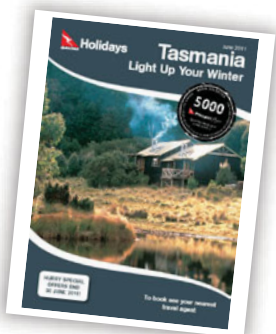
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CATO urges govt support

COUNCIL of Australian Tour Operators chairman Rod Eather says the outbound travel industry has been "completely forgotten" by governments who are eager to help inbound operators recover from the recent natural disasters.

Speaking last night at the CATO agm, Eather said that disasters such as floods, cyclones and ash clouds lead to major costs for wholesalers in handling refunds, cancellations and rebookings, and "it's about time they started to assist us too".

He contrasted the various assistance packages and major marketing campaigns to help

inbound operators with the lack of help for the rest of the industry which was also severely affected.

Eather also lamented the further impact of "people who didn't use an agent or a wholesaler who come bleating for help after their directly booked arrangements fall in a heap."

More news and pics from the CATO agm on **pages 3 and 7**.

QH Trip points

QANTAS Holidays is offering a range of bonuses to celebrate the second birthday of its Trip loyalty program, including earning points on the air component of Singapore Airlines bookings made with Viva! Holidays - 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 jobs
- AA Appointments jobs
- Trip birthday bonuses

Rex ceo to retire

REGIONAL Express md Jim Davis has announced plans to retire effective 01 Jul.

Davis, who's been with the carrier since its beginnings as the Chief Pilot of Hazelton Airlines, will remain an independent director of Rex.

His responsibilities will be taken on by recently appointed Chief Operating Officer Chris Hine.

More appointments on **page 6**.

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NTIA a sellout

THE National Travel Industry Awards on 09 Jul is now fully sold out, with the Sydney Westin Ballroom set to be at full capacity with 957 guests on the night - plus a waiting list of over 100, according to AFTA ceo Jayson Westbury.

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Mirvac hotel "review"

THE Mirvac Group this morning confirmed that it's undertaking a "strategic review of options to maximise the value of its hotel management business".

The move has been rumoured for some time, with Mirvac understood to be considering a possible trade sale of the portfolio which includes 45 properties across Australia and New Zealand under the Sebel, Quay West, Citigate, Quay Grand and Sea Temple brands.

Check out the Napa!

TODAY Travel Daily TV has a special feature showcasing California's spectacular Napa Valley, which was visited by Barry Matheson following the recent Pow Wow trade show.

To learn more about the destination and its possibilities for your clients, click on the logo above or see traveldaily.com.au/videos.



Cruise ships Navy base plan

THE Federal government today announced a review into the possibility of cruise ships sharing naval facilities, with Carnival Australia ceo Ann Sherry saying the move was a "critical first step in exploring options to support the long-term growth of the Australian cruise industry".

The review will be conducted by former Defence public servant Dr Allan Hawke AC, and will particularly consider cruise ships at Sydney's Garden Island during the summer peak period.

Defence Minister Stephen Smith said the move responded to an approach from the NSW govt and

other federal ministers.

Sherry said expansion of facilities east of the Harbour Bridge was vital, with forecasts that by 2020 almost two-thirds of port calls at Sydney will be by vessels which won't be able to get to the new White Bay wharf.

The review "will assess whether there is scope for a more flexible approach that balances Navy's needs with cruise industry requirements to secure advanced berth bookings," Smith said.

EY's VIP VIPs program

ETIHAD Airways has unveiled a new Gold Elite tier of its Etihad Guest program for members who take over 60 flights or collect over 125,000 Tier Miles each year.

Gold Elite members will have an extra 20kg baggage allowance, access to Diamond First Class lounges and other benefits.

Driveaway extension

DRIVEAWAY Holidays' Peugeot Leasing Upgrade Offer and \$550 saving on a 21-day lease of a Peugeot 3008 Premium Pack HDI 1.6 - 122CV GPS Celio has now been extended until 31 Aug.

SYD, BNE back QF/AA

SYDNEY and Brisbane Airport Corporations have voiced their support of the proposed Joint Business Agreement between Qantas and American Airlines.

SYD ceo Russell Balding said in a 03 Jun submission made public yesterday that benefits of the JBA will be "felt across the broader economy and in the Australian tourism industry."

"More specifically, airline pax will benefit from an improvement in their travel experience," he said.

Balding said inbound tourism to regional NSW will be stimulated by the improved access.

Brisbane Airport said the direct market to/from the United States is "underserved as evidenced by the number of passengers forced to travel via Sydney and to a lesser extent Melbourne."

BAC also agreed with QF and AA on the grounds the strengthened pact would improve tourism and wouldn't lessen competition.



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All JTG members to join AFTA

AFTA is set to add another 400 members, with all franchisees of the Jetset Travelworld retail network to join the Federation.

AFTA ceo Jayson Westbury confirmed the move last night at

the CATO annual general meeting.

The change follows last year's merger between JTG and Stella, with the Jetset, Travelworld and affiliate agencies joining Harvey World Travel and Travelscene American Express to provide full coverage of the firm's offices.

Currently only about 200 JTG members are part of AFTA, and the change lifts total AFTA membership by more than 15%.

As well as boosting revenue and simplifying AFTA's administration, Westbury said a key benefit of the addition was that it increased the organisation's ability to speak on behalf of the whole industry.

The increase will see more than 2,800 AFTA members - comprising more than 85% of total TCF head office numbers of around 3,200.

MEANWHILE Westbury also hailed AFTA's success against direct sellers of travel insurance as a major victory.

He cited revised wording on radio commercials by one travel insurance provider which now urges consumers to "compare us to your travel agent" as a free advertisement for the industry.

Previously the same company had claimed to be "50% cheaper than travel agents," but AFTA's representations with ASIC have led to the changed message.

AND Westbury also predicted that the full changes to travel industry consumer protection in Australia were likely to be "done and dusted" by 30 Jun 2014.

GA ups HKG, BKK flts

GARUDA Indonesia has raised flight frequencies from Jakarta to both Hong Kong and Bangkok to double daily, one of a number of steps being taken to improve the carrier's efficiency for the Australian market.

Lifting Hong Kong frequencies, via Jakarta, aims to provide Aussie corporate and leisure travellers with "easy access" to Garuda's network.

Other changes see new flight connection times from Sydney reduced to a "speedy" one hour, says Senior GM Australia/South West Pacific, Bagus Y. Siregar.

The SkyTeam member elect has also revised services to SIN & KUL. "This year the focus in Australia will be to improve our current market share for Singapore, Kuala Lumpur and Hong Kong routes," Siregar added.

APT fly free to WA

GUESTS booking on APT's West Coast Discovery tour from Perth to Darwin on 04 Aug or 01 and 15 Sep are being offered free flights from most capital cities, when booked before the end of Jun.

The deal, which excludes taxes, also applies to the reverse itinerary departing on 06 Oct.

TN divers discount

AIR Tahiti Nui is offering a 25% discount on airfares from Sydney for divers in a group of four who book flights online before 31 Jul.



Window Seat

A NUMBER of keen *Travel Daily* tipsters have suggested that NSW Tourism may have missed an ideal opportunity to promote their state after last night's State of Origin victory against the Queensland Maroons.

They're referring to the current "Nothing Beats Queensland" tag line being used for the Qld tourism recovery promotions, with the obvious response since last night's Rugby League game now being "...except NSW".

AFTA ceo Jayson Westbury was last night uncharacteristically singing the praises of Jetstar and Asian online accommodation specialist Agoda.

Westbury said the announcement of the new pact between the companies was announced (**TD** 02 Jun) the day before the key Ministerial Council on Consumer Affairs meeting to discuss the review of consumer protection.

He said this was perfect timing, because he forwarded details of the deal to all of the relevant ministers and officials, pointing out that the current TCF regime meant Australian travel agents were competing against the alliance of Jetstar and the foreign-based Agoda which isn't required to be part of the TCF or even to pay GST.

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Getaway to focus on domestic content

ALL film production has been stopped on the long-running Nine Network travel program, *Getaway* in yet another sign it could be axed altogether.

The show, which has been running for nearly 20 years in the 7.30 Thursday night time slot, was recently cut from an hour to a 30 minute program, but was then moved out of prime-time viewing to the less popular time of 5.30 on Saturday afternoon.

Executive Producer John Walsh

Corporates urged to bed down hotel rates

FCm Travel Solutions' corporate product mgr, David Strickland, has urged businesses seeking the best hotel contracting rates for 2012 should act as soon as possible.

FCm believes strengthening market conditions may see some hotels "move corporates with smaller volumes of business from a fixed rate to discounted Best Available Rates."

Carnival commits to NY

CARNIVAL Cruise Lines is to operate 8-day year-round sailings from New York to the Caribbean & Bahamas aboard *Carnival Miracle* from Apr next year.

told **TD** that there will be no further trips overseas to shoot international stories and that *Getaway* will be a "much watered-down" show, featuring Australian destinations only in 2012.

"We have enough material on the shelf to run until the end of the year, but if it does return next year, it'll be a postcard-style program as we won't have the budget to cover overseas countries," said Walsh.

He said it's all come as a bit of a shock to the eight presenters who are all on highly-paid contracts until the end of this year.

"We'll probably need only three presenters in the future," he said.

Walsh said that the show has a contract with Virgin Australia which supplies air tickets to the show, but that runs out at the end of the year and it's unclear if it will be renewed in 2012.

This means there will now be no prime-time travel shows on free-to-air TV.

"It's the end of an era, really," added Walsh.

CX to pay fuel comm

CATHAY Pacific has downplayed speculation that its decision to pay commission on fuel surcharges (**TD** breaking news) is related to the recent \$2.1m fuel levy judgement against Qantas and a similar case against CX.

CX sales and marketing manager, Derek Morris, told **TD** today the move "simply brings Cathay Pacific Airways into line with other international airlines operating in this market".

According to this morning's announcement, CX will pay "base commission to Australian travel agents on fuel surcharges on eligible international gross fares sold ex Australia," with the payments effective 01 Jul.

The oneworld carrier currently pays 5% commission, with Morris adding that this level is "something we monitor continuously to stay competitive in the marketplace".

SIA pax no's up in May

SINGAPORE Airlines has seen a 4% year on year increase to 1.4m pax carried in May 2010, at the same time increasing capacity by 6%, resulting in load factors, dropping 1.2 points to 73.6%.

Load factors to the South West Pacific increased this May by 1.3 points to 69.5%.

Domestic air ID?

THERE'S widespread media coverage today about a possible requirement for domestic air passengers to provide photo identification before boarding.

Details haven't been made public as yet, with the move part of a proposal in a pending report by a parliamentary committee into organised crime in the aviation and maritime sectors, according to the *Sydney Morning Herald*.

New Qantas director

QANTAS today announced the appointment of Corinne Namblard as a new non-executive director.

South Australia-based Namblard has French and Canadian citizenships and has 30 years experience in international finance.



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Travel2 whirlwind Bali famil



ABOVE: Travel2 and Pacific Blue hosted an educational to Bali for agents over the long weekend.

The WA-based top selling agents flew with Virgin Australia and stayed at The Seminyak and Hard Rock Hotel, and familiarised themselves with a number of key T2 Bali properties located in the Seminyak region.

Pictured in the sunshine at the Legian Beach Hotel are: Michel Kharmanjara, Sales Manager, Candi Beach Cottage; Melissa Nowrojee, HWT Alexander Heights; Susan Stone, Passport to the World; Maxine Jordan, Sandi Royce Travel; Jessica Evans, HWT Whitfords; Anna Loucas, Pacific Blue Sales Manager WA; Shaynee Medcalf, HWT Pinjarra; Tracey Ma, Travel2 product co-ordinator; Putu Yeni Navitarini, Legian Beach Hotel and Nicola Strudwick, Travel2 Sales Manager WA.

Qatar looking to float

DOHA-based Qatar Airways may launch an Initial Public Offering as early as this year according to the carrier's ceo Akbar al-Baker.

He made the remarks saying the IPO could come sooner than people suspect following its "third consecutive year of profitability".

MEANWHILE, Terminal B at Doha Int'l Airport has re-opened this week following a six-month transformation, which is now dedicated to all foreign airlines.

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More ash disruption

THE South American volcano is continuing to affect Australasian airspace, with ash drifting lower across the south island of New Zealand causing the cancellation of flights at Christchurch, Dunedin and other destinations.

The cloud also appears to be drifting north, with some carriers cancelling Auckland services with flow-on effects for services to Tonga and the Solomon Islands.

Cruise smoking ban

PRINCESS Cruises announced overnight that smoking will no longer be permitted in passenger cabins or on balconies.

The move is effective 15 Jan 2012, with the line saying that "smokers are a small minority of our passengers".

Special smoking venues around the ships will be provided.

Trafalgar VA air deals

TRAFALGAR is offering fares to Los Angeles priced from \$1,149 ex SYD, MEL & BNE with V Australia, when booked in conjunction with one of its 2012 North American tours featured in its 2012 America & Canada brochure, before 15 Jul.

Hilton ZQN RWC deal

HILTON Queenstown says it still has rooms available during the Rugby World Cup priced from \$AU250 (NZ\$325) per night.

Queenstown is located about 3.5hrs from Dunedin, which is hosting RWC matches between 10 Sep and 02 Oct.

KE up ICN/CDG flights

KOREAN Air is adding an eighth weekly service between Seoul Incheon-Paris Charles de Gaulle between 11 Jun-16 Jul, plus a further two weekly services from 22 Jul to 25 Sep "in order to meet rising demand," the carriersaid.

KE will also deploys its brand new triple class, 407-seat Airbus A380 superjumbo on flights to Charles de Gaulle on Mon, Wed and Fri, effective 26 Sep.

WIN A \$100 kikki.K GIFT CARD

Congratulations to yesterday's lucky winner, **Julie-Anne Major** from **Epping Travel**.

Trip has just turned two and as always, agents get the rewards! To celebrate **Trip** has partnered with the **Singapore Tourism Board** to give you the opportunity to win a \$100 kikki.K gift card.

For your chance to win, be the first retail consultant to send in the correct answer to today's question below to:

kikki.k@traveldaily.com.au

What is the name of the newly opened restaurant by Tetsuya Wakuda in Singapore?

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\$10 Hawaii room rate

AQUA Hotels & Resorts has a US\$10 first night room rate at 16 Hawaiian hotels when booking three or more nights by 15 Jul, for travel between 11 Aug-22 Dec.



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.

The **Exhibition & Event Association of Australasia** has named **Joyce DiMascio** as the association's new General Manager. DiMascio was previously the head of Business Events Australia at Tourism Australia and prior to that role was Director of Marketing Communications at Tourism New South Wales for over six years.

The **Accommodation Association of Australia** has today announced the appointment of **Richard Munro** as its new ceo, effective 04 Jul. Munro is the former GM of Star City Hotel & Apartments, Sydney, and was chairman of the Australian Hotels Association (NSW Branch) Accom. Division between 2007-2010. He replaces outgoing ceo Lorraine Duffy.

Former Scenic Tours Product Manager **Olga Korobko** has been named as the new Marketing Manager for **Discover the World Marketing**. Korobko will be responsible for the management of marketing activities for DTW's nine clients, which include Hyatt Hotels & Resorts US, Canada & the Caribbean, Caesars Entertainment, Hurtigruten and Expedia TAAP.

Karma Resorts has appointed **Renata Hutasoit** as Group Director of Sales and Marketing. She was previously Director of Marketing for Bulgari Resort Bali.

Kelvin Dodt will move from his present role as Director of Sales and Marketing, Queensland at **Mirvac Hotels & Resorts**, to General Manager at the Sea Temple & Spa Port Douglas, effective 20 Jun. Dodt was part of the pre-opening team for the same hotel five years ago.

Globetrotter Corporate Travel has appointed **Ruaraidh (Rory) Wilson** to the position of Regional Operations Manager in their expanding Melbourne operation. Ruaraidh comes to Globetrotter with an extensive Flight Centre Business Travel UK background where he managed a number of Business Travel teams. Ruaraidh will be looking to work closely with the Sales team to grow Globetrotter's East Coast presence.

WA visitor centre relo

THE Western Australia Visitor Centre has today relocated to 55 William St (corner of William and Hay streets) in central Perth.

The relocation is due to an extensive renovation at Albert Facey House, it's previous home.

50% off Accor rates

THE Accor Global Super Sale is running from now until 22 Jun, with savings of up to 50% at nearly 1,000 hotels, including 76 in Australia & 24 in New Zealand, for stays between 08 Jul-04 Sep. To book, see accorhotels.com.

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On safari in Mala Mala



ABOVE: African Wildlife Safaris recently hosted their top selling travel agents on an educational trip of South Africa.

The tour included a two night stay at the luxurious Cape Grace Hotel in Cape Town, before travelling to South Africa's famed Winelands where they stayed at the beautiful Franschhoek Country House & Villas.

The agents also enjoyed stays in the spectacular Mala Mala Game Reserve and Ngala Private Game Reserve where they experienced some of South Africa's amazing wildlife including Africa's 'big 5'.

Pictured at Mala Mala **from left:** front row are Rosie Richardson, Jetset Travel Central; Sheridan Wilson, Wilson & Turner Travel Hobart; Jacqui Hewett, Flight Centre North Melbourne; Trish McIntyre, Lismore Cruise & Travel

and Wendy Allen, MTA Travel.

Back row: Caroline Marr, Flight Centre Crows Nest; Gemma Marrano, African Wildlife Safaris (AWS); Carley Gault, Flight Centre Terrigal; Janette Wall, Crusieabout Turramurra & Angela Clarke, AWS.

Coral Vanuatu combo

CORAL Seas has a seven-night for the price of six package deal visiting two islands of Vanuatu, priced from \$1,559ppts ex SYD.

It includes three nights near Vila at the Ramada Resort on Breakas Beach and four nights on Tanna at the White Grass Ocean Resort and return Air Vanuatu int'l and domestic flights.

Also included is a Yasur Volcano and Tanna Highlands Safari for two and daily brekkie - phone 1300 358 382 for more details.



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Meet the CATO heavyweights



ABOVE: Some of the new Council of Australian Tour Operators committee are pictured during last night's Annual General Meeting (see p1).

This year's committee includes Beachcomber Tours' Rod Eather (second from left), who continues as chairman, with Trevor Fernandes of Wildlife Safari (left) and Mike Hay of Chat Tours (second from right) as vice-chairs.

Also continuing on the committee are Greg McCallum of Rail Plus, John Morley from Kirra Tours (middle), Leo Adams of Holidays on Location, and new member John Polyviou of Sun Island Tours (right).

Two committee members from last year - Diane Butler of Pinpoint Travel and Abercrombie & Kent's Sujata Raman - are not continuing this year.

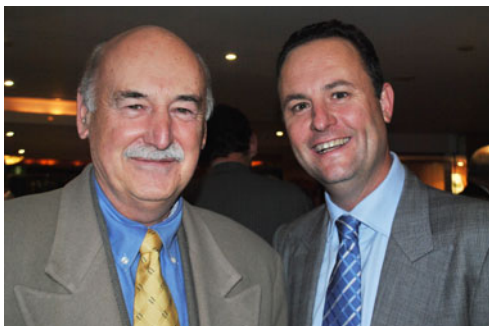
CATO gm Peter Baily said that membership numbers increased by 3 over the last year to 99, with the organisation recording

a \$5000 surplus on income of \$40796 for the year, boosting reserves to \$36384.

Initiatives discussed at the meeting included the possible participation of CATO in AFTA's new industry accreditation scheme, as well as a revamped website for the organisation and other ideas to continue to boost membership and make CATO even more representative.

BELOW: Geoffrey Hutton from the Visit USA Committee and Justin Montgomery of Virgin Australia, who sponsored one of the lucky door prizes on the night.

For lots more pictures from the CATO agm see our website at www.traveldaily.com.au/photos.



Grand Hyatt for KL

HYATT Hotels Corporation has signed an agreement to manage the new build Grand Hyatt Kuala Lumpur, which is expected to open next year.

The 412-room hotel will occupy 23 floors of a mixed use complex currently under construction in the Golden Triangle area of the city, close to the Kuala Lumpur City Centre and Petronas Towers.

QF QR tax increases

QANTAS is bumping up its QR Passenger Service Charge for domestic services at Sydney, Cairns, Canberra, Adelaide, Alice Springs and Darwin, on 01 Jul.

Increases vary between \$0.08 in Sydney for QF400-QF1599 flights to \$2.16 at ASP.

QF's WY Passenger Service Charge for International flights is also rising \$0.48 to \$14.17.

Singita goes mobile

AFRICA's Singita Game Reserves is offering guests a new mobile safari experience called Singita Explore at its lodges in Tanzania: Singita Faru Faru, Singita Sabara Tented Camp & Singita Sasakwa.

The private mobile safari takes two to 12 guests to "remote and romantic wilderness sites", are moved from location to location based on nature, rainfall patterns, vegetation and game movements.

Singita Game Reserves says it is considering expand Singita Explore to its other well exclusive concessions located in South Africa and Zimbabwe.

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Melbourne art tours

ART Aficionado Tours has launched in Melbourne, providing tailored art tours throughout some of the city's galleries.

The firm is headed by freelance art curator Jane O'Neill and specialises at special interest group bookings, ideal for corporate groups - artafricanadotours.com.



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 famil 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:

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Hunting for New Opportunities?

Set your sights on these great positions

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
– Sally Frape

JOB OF THE WEEK!



Market Manager, New Zealand – Online Travel

- NZ based role, flexible location
- Established portfolio of travel brands
- Adventurous role with genuine career path

Global online powerhouse seeking an experienced product and inventory specialist for their stock of brands. This is a part procurement, part product role that requires you to wear many hats to oversee the contracting marketing and supplier facing side of their growing business. To be successful for this role you will come from a hotel sourcing, online web marketing company or airline background. Challenge yourself!



**BNE • MEL • PER • SYD
BKK • HKG • SHA • SIN**

Contact Fujio Shibata at TMS Asia Pacific T: 02 9231 6444 E: fujio@tmsap.com

Multi Corporate Travel Consultants x 4 – North Sydney CBD Novice Domestic Corporate Travel Consultants x 2

- Ongoing training with exceptional management and team
- Respected travel company with fantastic training opportunities

This is a role responsible for providing end to end international and domestic travel management for corporations. This is a great opportunity for a experienced retail or domestic (can be less than 12 months) corporate/ retail consultants. To be considered for this role you must be experienced in retail/corporate travel, knowledge of a GDS system and back office. If you have strong customer service skills this is the role for you.

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

Restaurant Supervisors & Assistant Managers – Sydney Central Harbour West

- New opening restaurant, modern concept
- Fashionable location, great benefits, top working environment

Celebrating the opening of Sydney's newest hip restaurant concept, we are seeking managers and supervisors of bistros, bars and hat restaurants. Launching in the fashionable village harbour district, we anticipate an opening in the next 3 months to a red carpet status of grand proportions! If you have experience in a high volume or demanding fine dining environment we want to hear from you. Enquiries on email should be sent to the below, only qualified applicants should expect a call back.

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

Corporate Account Manager - Sydney

- Great Salary package with benefits
- Career progression with overseas options

A large and established travel company is seeking a sensational and dynamic Account Manager. This company has a wide portfolio of clients including top companies, major global brand names and government. You will be responsible for developing and implementing strategies to nurture and grow the business and be great at client relationship building.

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

Hotel Business Development Manager – Sydney

Holding a unique place in the hotel world, this well recognized company is one of the trendsetters in the lodging industry with unique location! We are on the hunt for a talented business development manager who is ready for taking on a bigger portfolio and responsibility across their chosen sector. Ideally you will have contacts in place from your Sydney network and have had at least one year experience as either a BDE or BDM in a 4 or 5 star brand. Working for a fantastic DOSM who is well respected in the market. If you are up for a challenge and looking to build on your career send your cv!

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



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**Quality recruitment for the travel and
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Partners in

DXB

UK

USA



MORE FANTASTIC NEW EXECUTIVE OPPORTUNITIES AVAILABLE NOW

WHERE IS YOUR CAREER TAKING YOU?

**GENERAL MANAGEMENT / DIRECTOR LEVEL ROLES
SINGAPORE / HONG KONG – LOCAL SALARY PACKAGES**

Is your management career taking you places? It could be taking you to the hub of Asia if you're an ambitious Executive with proven experience within a large organization, and the ability to relocate. Skills currently in demand include high level Sales, Corporate Account Management and online distribution.

Put yourself in line for a great career path with a global organization and watch your career take off.

USE YOUR MINING CONNECTIONS HERE

**HEAD OF RESOURCE & MINING – AIRLINE
MELBOURNE OR PERTH – TOP SALARY PACKAGE NEG**

This is an excellent opportunity for you to join a dominant brand in the airline industry. Your key responsibility will be to foster and retain key mining & resource contacts while broadening business from this sector. Using your strong connections you will already have the ability to open doors and engage with key decision makers with your high level presentation & communication skills.

AN EXCITING NEW I.T. ROLE HAS JUST ARRIVED

**I.T./APPLICATION MANAGER
SYDNEY – SALARY PACKAGE TO \$110K+**

If your skills and experience lie in the areas of system upgrade projects, managing IT vendors and large scale, multi-site operations in the travel or hospitality industries, this unique new role should interest you. Your past roles will have given you responsibility for driving continuous improvement in productivity & efficiency, adding value to the business and effect on service delivery. Senior IT management exp essential.

THE EARLY BIRD CATCHES THE WORM

**CORPORATE SALES MANAGERS
SYDNEY – SALARY PACKAGE OTE \$120K++**

If you thrive in corporate sales and have a track record of success in finding & winning new business you could be doing it with one of the leading Brands in the industry. We're looking for exceptional talent to join this exceptional organization which is growing. You must be a well presented, dynamic and highly motivated individual who is driven by career development, brand quality, and financial gain.

MORE THAN JUST SALES - THIS IS A CAREER

**SALES EXECUTIVE – TRAVEL INDUSTRY
SYDNEY – SALARY PACKAGE OTE \$90K**

If you fit the profile of a "hunter" and love working in sales developing new relationships and winning new business, you'll love this new sales role working with one of the biggest providers of technology solutions to the industry worldwide. If you're looking for direction and progression in your career this organization will offer you long term options, along with fantastic remuneration and incentives.

THIS RELATIONSHIP IS BUILT ON TRUST

**SENIOR CORPORATE ACCOUNT MANAGER
BRISBANE – SENIOR PACKAGE ON OFFER**

Step into this meaty role in the North and manage this large account with your strong skills of analysis, negotiation and client relations. Your superior knowledge of large corporate travel programs will ensure retention and future growth from within the business. This role comes with a senior level salary package commensurate with your expertise which must include TMC account management of large market clients.

BE THE HEART & SOUL OF THESE PRODUCTS

**BUSINESS DEVELOPMENT MANAGER – RETAIL MARKET x 3
PER / MEL - SALARY PACKAGES TO \$60K+ CAR + BONUS**

These outstanding clients are looking for the best in the business to join their great sales teams based in Perth & Melbourne. You will be able to deliver a focused and driven approach to developing relationships within the retail travel network. As a goal orientated individual with runs on the board you will know how to manage your territory to grow sales revenues from your clients.

FOCUS ON EXPANDING THIS GREAT PRODUCT

**PRODUCT MANAGER – LATIN AMERICA
MELBOURNE - SALARY PACKAGE TO \$66+ (NEG)**

This wholesale company requires the skills of an adaptable Product Manager in their Latin America region including South & Central America. You will have the ability to source and develop new & unique products giving you an edge over your competitors. With your strong communication and negotiation skills you will be able to effectively develop supplier relationships and negotiate the best contracts.

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

Carmen Pugh
OLD & NT
Ph: 07 3229 9600

Kathryn Hebenton
VIC, SA, WA
Ph: 03 9670 2577

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

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com

Happy 2nd Birthday Trip

EARN POINTS ON THE AIR COMPONENT

of every Singapore Airlines
booking you make with **viva!**
holidays



Bookings must be made and deposited 14 June - 13 July 2011 for departures 14 June 2011 - 31 Jan 2012. Conditions apply.

Fun Trip

EARN DOUBLE TRIP POINTS

on every Singapore booking
you make with **QANTAS** Holidays and **viva!**
holidays
with a minimum value of \$1,000 (ex GST).

YourSingapore.com

Bookings must be made and deposited 14 June - 13 July 2011 for departures 14 June 2011 - 31 Jan 2012. Conditions apply.

Island Trip

EARN 500 TRIP POINTS
on every Tasmania booking
you make with **QANTAS** Holidays



Bookings must be made and deposited 01 - 30 June 2011 for departures 01 July - 30 Sept 2011. Conditions apply.

Something for Everyone Trip

EARN 500 TRIP POINTS
on every combined air and land
Victoria booking made with **QANTAS** Holidays

Bookings must be made and deposited 01 - 30 June 2011 for departures 01 June - 06 Nov 2011. Conditions apply.

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