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Travel Daily

First with the news

Monday 14th March 2011

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T2/Newmans incentive

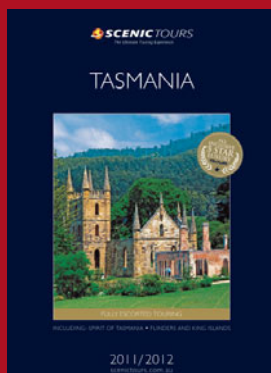
AGENTS booking Travel2 and Newmans Holidays product have the chance to earn Gift Cards for sales made from today to 16 Apr.

Gift cards are rewarded at \$25 for \$5k of sales, \$50 for \$10K, \$75 for \$15K and \$100 for \$20K.

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SQ to pay fuel commission

SINGAPORE Airlines this morning announced that it will pay base travel agent commission on fuel and insurance surcharges for tickets sold in Australia.

The carrier said the commission applies to "eligible international published commissionable fares sold in Australia" effective 01 Apr, with agents able to claim the commission via BSP.

Singapore Airlines said there would be no changes to its fare structures, and fuel and insurance

surcharges would continue to be designated as a YQ tax.

SQ is the latest carrier to announce the move, which follows last year's Slater and Gordon court case and the subsequent decision by QF to pay commission on its fuel levies (**TD** 25 Jan).

Other carriers to make fuel surcharges commissionable in the wake of the groundbreaking judgement include THAI Airways (**TD** 30 Dec) and Malaysia Airlines (**TD** 07 Jan), with MH also reducing its travel agency base commission from 7% to 6% as a result of the move.

Tipping goes off!

ALMOST 1000 people from across the Australian travel industry have registered to take part in the **Travel Daily** footy tipping competitions, with the NRL comp kicking off last Fri.

First round results will be out tomorrow - 'Like' our Facebook page to be one of the first to know the winner at facebook.com/traveldaily.

It's not too late to register for the amazing prizes which include four overseas trips for two, Apple iPads and much more - details at www.traveldaily.com.au.



Eight pages of news

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

- AA Appointments jobs
- Inplace Recruitment jobs

Ibis \$1 bargain deals

IBIS hotels are offering parking, brekkie or wi-fi for \$1, for stays 01 Apr-30 Jun - ibisdollardeals.com.au

Trip

Travel rewards & incentive program

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Holidays



Offer valid for bookings made and deposited 01 - 31 Mar '11 for departures 01 Apr - 30 Jun '11. Conditions apply.

Not a Trip member?
Join today!

Win cinema tickets

SINGAPORE Airlines is today offering **TD** readers the opportunity to win a double pass to a screening during the Indian Film Festival under way in Sydney, Adelaide and Melbourne.

SQ is a sponsor of the **Bollywood and Beyond** festival, and there are 12 pairs of tickets to give away.

To win, be one of the first to correctly answer the question:

Name the Indian chef who sits on Singapore Airlines' International Culinary Panel?

Email your answers ASAP to bollywood@traveldaily.com.au.

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Monday 14th March 2011

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*Offer ends 21 Mar 2011.
Terms and Conditions apply.



Holidays

qantasholidays.com.au/agents

'Reconsider' travel to Tokyo

THE Department of Foreign Affairs and Trade is advising Australians to "reconsider your need to travel to Tokyo" due to the massive Japanese earthquake last Fri afternoon.

DFAT's latest Smarttraveller update also advises Aussies not to travel within 20km of the beleaguered Fukushima Nuclear Power Plant, along with high level warnings about the Nagano and Niigata prefectures due to the threat of further earthquakes as well as the risk of avalanches.

Both Narita and Haneda airports have reopened, but Qantas and other carriers are warning that flights to NRT are experiencing disruptions and cancellations.

QF passengers in Japan who are having difficulty contacting the carrier via its local reservations number have been told to call QF in Australia on +61 3 9834 6400, with a wide-ranging fare waiver on offer as a result of the quake.

Jetstar Japanese flights are also affected, with regular services now having resumed after several cancellations on the weekend and

the diversion of two Tokyo flights to Guam.

Japan Airlines and ANA were both forced to cancel hundreds of domestic flights on the weekend, but have now resumed operations and are mounting additional services to the Tohoku region as part of relief efforts.

Passengers are also being warned to allow extra time for travel to and from Narita due to damage to transport systems.

AW roadshows on TV

ADVENTURE World hosted more than 200 agents at its Sydney roadshow last week, with the event rolling onto Brisbane tonight, Melbourne tomorrow, Adelaide on Wed and finishing in Perth on Thu evening.

As well as showcasing a range of products from suppliers such as Gap Adventures, Headwater and TrekAmerica, the seminars also see the launch of AW's new Luxury Adventures brochure.



For video highlights of the events see youtube.com/traveldaily.



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Virgin responds to fuel price surge

VIRGIN Blue is the latest carrier to announce fare increases as a result of the high oil price, with DJ domestic and international ticket prices to increase effective from 21 Mar (**TD** breaking news).

It's less than a month since the carrier announced its previous response (**TD** 17 Feb), with international fuel surcharges and baggage charges up at that time.

But the relentless rise of the oil price is continuing to have "a

significant cost on the operating costs of airlines worldwide", Borghetti said.

From next Mon DJ will increase its domestic fares by \$6-\$10 per sector, while Pacific Blue and Polynesian Blue short-haul fares will climb by up to \$20 each way.

International long haul fuel surcharges on V Australia flights will increase by \$50 to \$165 each way on services to Los Angeles and other US destinations.

And on services to Abu Dhabi/Europe/UK the fuel surcharge will climb by \$20 each way to \$240.

"In making these changes, we have been very conscious of balancing our commitment to providing competitive fares with the operational costs of our business," Borghetti said.

He said the carrier would continue to closely monitor fuel prices and consider increases or decreases "in line with changes in market conditions".

Branson and Rudy

HUMAN headline Sir Richard Branson and former mayor of New York, Rudy Giuliani, will be the top drawcards for the upcoming 2011 Asia Pacific Cities Summit which will take place in Brisbane 06-09 Jul.

Brisbane City Council runs the biannual event to promote the city as well as provide a networking opportunity for senior civic officials, including Mayors, from cities all over the world.

NE Vic tourism chief

THE North East Victoria Tourism Board is advertising for a new Chief Executive Officer to help promote the region's products including snow and cycling experiences, "internationally renowned food and wine offer" and a mix of culture and events.

Weekend newspaper ads for the role offer a \$140,000 pay package, with applications closing on Tue 05 Apr.



Window Seat

CHINESE food, anyone?

Visitors to Dongyang province in China are being offered a unique taste sensation - eggs boiled in boy's urine.

Officials are hoping to raise the popularity of the eggs, which are produced using wee collected from primary schools.

"The very best comes from boys under ten years old," a spokesman for the provincial govt told UK website *Ananova*.

The eggs are claimed to offer a number of health benefits, including the ability to "stop fevers and boost concentration".

GOOD news - aviation officials in India are stepping up efforts to cut the number of drunk pilots in charge of passenger flights across the country.

According to a *Reuters* report, over the last two years 57 pilots in India were caught over the limit in random pre-flight alcohol breath testing - but only 11 of them lost their jobs.

A new rule introduced in Dec mandates a 90 day compulsory grounding for first offences.

ACTIVISTS in the Polish town of Konin have erected a special tribute to one of its most famous residents - Julius Fromm, the immortal inventor of the condom.

Last week they placed a large plastic sheath over a municipal fountain, which is aptly nicknamed "The Penis".



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New Flydubai route

DUBAI-BASED low cost carrier flydubai has announced a new destination in Egypt, with the 06 Apr debut of twice weekly flights between Dubai and Sohag.

Flydubai already operates thrice weekly flights to Luxor, about 150km away from Sohag.

Accor sale complete

ACCOR has completed the sale of its 49% stake in Groupe Lucien Barriere for €268m (A\$369m).

AA self bag tagging

AMERICAN Airlines is the first US carrier to introduce do-it-yourself bag tagging, with a six month trial of a new system at Austin Airport in Texas.

Self-service kiosks have been installed which can be used to print baggage tags, with customers then placing luggage on the conveyor belt themselves.

A similar trial has been approved by the Transportation Security Administration for Air Canada and Alaska Airlines.

Newmans ski incentive

NEWMANS Holidays is offering agents the chance to win 1 of 5 holidays for two people to ski in New Zealand.

Agents will earn an entry in the draw for every Air New Zealand plus land booking made from today and until 16 Apr.

The prize includes return fares to Queenstown, five nights accom and a three day lift pass - more info on 1300 130 525.

NZ Aus numbers up

TOURISM New Zealand has reported a 1.8% rise in Australian visitor numbers in Jan compared to last year, up to 97,440 for the month.

Other overseas markets to NZ also recorded improvements, especially from China which saw an increase of 54.4% to 14,550 visitors, followed by Hong Kong (44%) and Malaysia (30.3%).

Also up was India (11.1%), South Korea (6.4%), Singapore (5.4%), Taiwan (3.4%), Canada (0.6%) and Germany (0.5%).

Declines in visitor arrivals came from Thailand (-15.4%), the UK (-9.2%), the Netherlands (-1.2%), and the USA (-0.8%).

Aussies stayed an average of 12 nights in New Zealand, and spent NZ\$1,603pp during their stay for the year ending Dec 10.

Flight booking fee battle

A WAR of words has erupted between two of Australia's biggest online travel agents, with Expedia launching a multimillion dollar marketing campaign pushing its fee-free flight bookings.

In a thinly-veiled dig at Webjet, Expedia Australia/NZ gm Nicolas Chu says the promotion "throws down the gauntlet with local competitors who continue to charge their customers booking fees which...offer no value to customers".

The new Expedia ads include a 30s TV spot which will be shown in Australia and NZ, touting the firm's removal of flight booking fees as well as change and cancellation fees on all hotels, packages and car reservations booked on its local sites.

"While Expedia.com.au continues to lead the campaign against fees, some online travel agents in Australia continue to

charge customers fees of up to \$50 to book a flight," Chu said.

However Webjet md David Clarke has struck back, telling **TD** this morning that "the simple reality is Webjet is number one and continues to gain share".

He claimed that even with booking fees it is cheaper for a family of four to book flights from Melbourne to the Gold Coast on Webjet than Expedia.

"Customers are not stupid," he added, with the strong growth of Webjet borne out by Google Analytics data for Feb which showed a 30% traffic increase - which Clarke said was also reflected in increased bookings.

"I should also add that our USA operation, which also charges fees, is experiencing explosive growth...just maybe product and service delivery actually matter to consumers," he concluded.

Trip 70,000 pt bonus

QANTAS Holidays and Viva! Holidays are fast approaching the 7000th member of their Trip agent loyalty program.

A special 70,000 point bonus is on offer for the 7000th consultant who signs up for the scheme at www.accumulate.com.au/trip.

QF interlines with VN

QANTAS has confirmed the successful activation of interline E-ticketing on QF codeshare flights with Vietnam Airlines.

All QF/VN flight numbers which display the 'E' indicator in GDS are now eligible for interline E-ticketing, including the QF/VN codeshare services.

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Virtuoso Roadshow in Oz



ABOVE: A delegation of global suppliers and management for luxury travel network Virtuoso met in Australia last week for the annual Virtuoso Roadshow.

Suppliers from cruise lines, hotels and resorts, tour operators and tourism boards had the chance to build relationships with Virtuoso agents in Sydney, Melbourne and the Gold Coast.

As part of the roadshow, Virtuoso Owners received a

Trafalgar firms up

TRAFALGAR today announced that 3500 (almost 70%) of its guided tours in Europe and the UK for 2011 have now been confirmed as Definite Departures.

unique invitation to dine aboard Silversea Cruises' newest flagship vessel *Silver Spirit*, which was on its maiden visit to Australia.

They were treated to a sumptuous dinner under the stars at the Pool Grill as the luxury vessel was docked in Sydney Harbour for the first time.

Pictured above in Melbourne **from left** are the Travelcall team: Jeanine Frence, Bill Munt, Sharyn Kitchen and Sarah Larkin.

MacDonnell Centre

PARKS & Wildlife Northern Territory is opening a Discovery Centre in Alice Springs which showcases the National Parks in the West MacDonnell Ranges.

The project consists of a portal (nt.gov.au/westmacs), iPhone/iPad/iTouch apps, over 200 podcasts and the centre itself.

The Discovery Centre will open on 18 Mar at the Desert Park.

Qantas Dallas deals

QANTAS is offering \$10 add-on airfares to 12 American cities when purchased in conjunction with an economy class airfare from Australia to Dallas.

Fares to Dallas are priced from \$1489 return, or \$1499 to either Orlando, Boston, Washington, Houston, Philadelphia, Atlanta, Minneapolis, Detroit, Chicago, Miami, Denver or Phoenix.

The deal is valid for travel 16 May-16 Jun, 01-31 Aug and 01-30 Nov, when booked by 25 Mar.

Skywest Feb traffic

PERTH-based Skywest Airlines has reported today a 2.66% drop in pax traffic in Feb, to around 24,000 compared to last year.

Financial year to date pax carried figures are up 2.69% to 244,000.

Load factor increased by 2.57% to 52.17%, while charter traffic rose by 13.58%.

Best West revamp site

BEST Western Australia has enhanced its website, making it easier for customers to search and book properties, with search options available based on city, airport or attraction.

WIN TICKETS TO SEE 'JUST GO WITH IT'



To celebrate the upcoming release of the new comedy "Just go with it" featuring

Hollywood A-listers Adam Sandler and Jennifer Aniston, movie sponsor Hawaiian Airlines is hosting an exclusive preview screening!

Throughout this week, five lucky Sydney-based agents will get the chance to win one ticket to Hawaiian's movie screening, which is taking place at 6pm on Wednesday 30th of March at the Sony Picture Theatre in Sydney.

For your chance to win, simply be the first person to send in a correct answer to the daily question below:

What is Hawaiian's checked baggage allowance?

Send you entries to: justgowithit@traveldaily.com.au



Tunisia advice lowered

THE Dept of Foreign Affairs & Trade has lowered its overall travel advisory for Tunisia from 'Reconsider your need to travel' to 'High degree of caution'.

Smarttraveller says "authorities in Tunisia may restrict travel with little or no notice."

Areas bordering Algeria & Libya remain at the higher advisory.



Have you visited Oman?

Register [here](#) as an preferred Oman agent by 31 March and go in the draw to win 2 nights with Shangri-La's Barr Al Jissah Resort & Spa Muscat.

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Monday 14th Mar 2011

Adaptor winner

CONGRATS to Andrew Smith of Virgin Blue who was Fri's winner in the Worldwide Travel Adaptor competition, courtesy of Global Travel Products.

Strictly NSW rep

TOURISM NSW and the New England North West Regional Tourism Organisation have signed *Strictly Ballroom* star Paul Mercurio as an Ambassador to promote self-drive holidays in the region.

Coral Seas special deal

FURTHER info on the Radisson Fiji special (**TD** Fri) can be found at www.coralseas.com.au.

Corporate Travel Consultants

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- Fresh fruit everyday
- Great Team Culture
- Travel Opportunities
- Opportunity to actively contribute to the ongoing success of an organisation

To apply for the role that best suits you, click here



LH cuts Business seats

LUFTHANSA is planning a major makeover of its inflight product, with the upgrade of 747 economy and business class cabins as well as a major revamp of its First Class which will see 747 F seat numbers halved from 16 to eight.

First class seats will be made into lie-flat full length beds over 2 metres in length, while the makeover will also include the introduction of personal in-flight entertainment systems for economy class passengers.

InterCon iPad 2 ready

INTERCONTINENTAL Hotels & Resorts will offer guests face-to-face communication with Concierge teams at a number of properties globally from next week using the new Apple iPad 2.

Using FaceTime, consumers can video chat with InterCon staff before they arrive at select hotels in the US, London, Dubai, Hong Kong, Bali, Tokyo and Shanghai.

Accor packs down at ITB



ABOVE: Asia-Pacific tourism representatives at the global ITB tourism expo in Berlin this week showed their determination to promote the region - particularly in the light of this year's Rugby World Cup in New Zealand.

John Farrell of Accor NZ is pictured forming a scrum with Eroni Puamau of Rosie Holidays Fiji and Accor Australia's Neale Herridge, with the strong Australian dollar and strong competition from shorter haul Asian markets meaning they had to fight for every piece of business.

QH SA package bonus

QANTAS Holidays is offering its Qantas Frequent Flyers 5000 bonus points on an air and land deal to South Australia, on bookings made by 31 Mar.

Aegean expansion

STAR Alliance member Aegean Airlines will launch new routes from Athens to Moscow and Bologna from 29 Apr, and from Thessaloniki to London Heathrow.

TTC offers V Australia US fares for \$899

THE Travel Corporation's Trafalgar Tours and Insight Vacations brands are offering V Australia fares to the USA priced from just \$899, when purchased with select USA tours.

The deal is available for bookings made before 31 Mar, for travel 01 Apr-30 Nov, and require full air payment including taxes within seven days of reservation.

See www.trafalgartours.com.au or www.insightvacations.com.au.



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Send your CV to jobs@nrmaleisure.com.au

Monday 14th Mar 2011

Vibe event bonuses

VIBE Hotels has introduced new conference packages for the winter months valid at locations in Sydney, Melbourne, the Gold Coast and Darwin.

'Events with benefits' packages incl free morning or afternoon tea package upgrades & a 30min cocktail function, when booking a delegates package priced at \$45 per person.

There's also Myer vouchers, an iPod touch, a Nespresso coffee machine and Flight Centre gift vouchers being given away when spending minimum amounts - see www.vibehotels.com.au.

Quark names Dexter

QUARK Expeditions has named Canadian polar explorer, Laurie Dexter, as the Expedition Leader for the farewell circumnavigation of *Kapitan Khlebnikov* of the Arctic, from 10 Jul to 13 Sep.

BAA steady growth

UK AIRPORT operator BAA has recorded a total of 7.1m pax movements through its six airports during Feb, with traffic growing at its three airports in Scotland and a 0.5% year on year rise at London Heathrow.

The overall result was 0.2% lower compared to the same time last year, with London Stansted down 6.3% showing a drop in UK domestic passenger numbers.

Kumuka Japan OK

KUMUKA Worldwide says it had no groups in Japan during last Fri's earthquake, and is currently monitoring the situation to see if it will go ahead with departures currently planned for early Apr.

Mandarin wedding

COUPLES tying the knot in Las Vegas at the upscale Mandarin Oriental through to 31 May will receive free nights for a honeymoon at any hotel within the luxury chain globally.

To qualify, couples need to have 100+ guests join them for their 'Graciously Luxurious' nuptials.



Brochures of the Week

WELCOME to Brochures of the Week, **Travel Daily's** Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Travel2 - Hawaii 2011

The 32 page booklet includes a range of product throughout the Islands of Oahu, Maui, Kauai and The Big Island. A new hotel in the portfolio is the Aulani, a Disney Resort and Spa set to open in Aug. Along with hotels ranging from 2 to 5 star the brochure also features car hire, cruising, sightseeing plus surf lessons & golf specials. Brochures through TIFS.



Rosie Holidays - Fiji 2011/12

This new Fiji brochure includes a range of value added inclusions under the heading 'Fiji Freebies' with offers including free nights, free upgrades, deals for \$1, specials for families, and special singles and seniors rates. It also includes more wedding packages plus expanded adventure and touring experiences. Brochures available through TIFS.

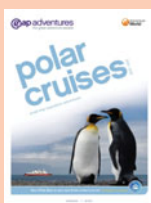
Croatia Travel Specialists - Croatia

The newest brand from the Four Corners Travel Group, Croatia Travel Specialists' new 2011 brochure showcases the best of Croatia, Slovenia, Bosnia, Herzegovina and Montenegro. The brochure features exclusive tours, yacht and gulet hire, stopover packages, and self drive tours - see croatiatravel.net.au.



Asian Bound Holidays - India

Also from Four Corners, this brochure features speciality tours and city stays as well as the usual range of comprehensive tours. Destinations include the culturally diverse Rajasthan, the beaches of Goa as well as wildlife experiences and luxury train journeys. Fully organised tours or individual arrangements are on offer - asianbound.com.au.



Gap Adventures - Polar Cruises 2011

This small ship expedition adventures brochure includes the "100% bear-antee", guaranteeing pax a polar bear sighting or every passenger on board will be credited the value of their cruise to put towards a future *MS Expedition Arctic* cruise. Also new are added touring days to the most popular cruises and a new feature to include pre and post expedition add-ons.



Inspiring Journeys - Incredible Stories

The Travel Corporation has launched a new travel brand called Inspiring Journeys. The brochure contains 15 itineraries from WA, the Red Centre, SA, Tassie and Qld. Tours range from three to 20 days and have a max. group size of 16-20 people. More info online at - inspiringjourneys.com.au.



Sales Development Manager Customer Relationship Management Focus Melbourne Based

Travelex is the world's largest distributor of pre-paid multicurrency debit cards with our product, Cash Passport, distributed by some of the world's leading organisations. This role will focus on managing relationships and promoting Cash Passport to the front line employees of our business partners. This is a smart career move for anyone with experience selling within the travel industry looking to move into financial services.

Reporting to the local Regional Sales Manager, Cards and Mobile Payments your key responsibility will be to grow the Cash Passport product by capitalising upon the enormous opportunities that exist for our product amongst international travellers.

Your success in the role will be determined by your ability to work constructively with our business partners to produce profitable sales growth of the Cash Passport product through their distribution networks.

The role includes on-site visitations, high frequency of client contact and occasional attendance at industry conferences. While most of your time will be spent out on the road you will be able to work from home when not performing on site visitations or attending meetings in our offices.

You will have outstanding communication and written skills and be proactive, self motivated and highly driven. The ability to work across a variety of business cultures is required.

To apply for one of these roles please send your resume along with a covering letter via email to:
Janet Vocale, Regional Sales Manager, Victoria at janet.vocale@travelex.com.au

SALES EXECUTIVE 3 DAYS A WEEK . SYDNEY BASED

Chat tours is expanding. We need a sydney based sales executive 3 days a week. There will be a need to travel interstate or intrastate once per month.

Please send a brief resume to
Michaelhay@optus.ap.blackberry.net
0418 405 864

CHAT TOURS SINCE 1926
GREECE | GREEK ISLANDS | TURKEY
ANZAC TOURS | EGYPT | DUBAI

Monday 14th Mar 2011

THAI kitchen rules

THAI Airways' Western Australian sales team came up with an inventive way of getting their point across to some AMEX agents recently.

Anita Mc Skinning and Susie Morelli pictured right proved that their airline should be a preferred partner for the agency, during a session that included a 'Thai Kitchen Rules' theme.



Wendy's phones down

TRAVEL agents are being urged to contact Wendy Wu Tours via email due to the company today experiencing phone problems - info@wendywutours.com.au.

Australian Tourism Award winners

THE Qantas Australian Tourism Awards celebrated excellence in the industry last Fri with a gala dinner held in Perth.

The 26th annual awards event announced the winners in 27 categories across a range of sectors within the tourism industry, with the top prize of the night going to Sydney's Taronga Zoo which won the major tourism attraction gong.

Qld's Fantasea Adventure Cruising was the Major Tour and/or Transport Operator; The Old Woolstore Hotel, in Tasmania walked away with the deluxe accommodation award; The Luxury Accommodation prize went to SKYCITY Darwin, NT; and the Qantas Award for Excellence in Sustainable Tourism was given to Lane Cove River Tourist Park in suburban Sydney.

Other awards included New Tourism Development - Sydney Harbour YHA; Unique Accommodation - Eco Beach Wilderness Retreat, WA; Tourist and Caravan Parks, Cairns Coconut Holiday Resort; and Adventure Tourism, won by Jungle Surfing Canopy Tours.

BCD travel

Business is booming and we are continuing to expand across Australia.

Our current positions available are:

Sydney

Corporate Consultants - Multi Account Managers

Melbourne

Corporate Consultants - Multi Account Managers

Manager of Client Services: we are looking for an experienced Account Manager to lead our national Account Management team

Brisbane

Administration Assistant
Corporate Consultants - Domestic Account Managers

Take a Fresh Approach to your career today and apply to jobs@bcdtravel.com.au



WIN A TRIP FOR TWO TO TAHITI

GET A BUNGALOW

She lost her key...

Leanne Sajtos of Broadway Travel & Cruise Centre sent in the following entry:

Title: *Forbidden Amour*
Tagline: *Their Last and Only Resort... Le Meridien*

...he had a suite solution

Le MERIDIEN

Tahiti Travel Connection & Travel Daily are giving travel consultant readers the chance to win a trip of a lifetime to Tahiti & Bora Bora! On this 7 night trip you will be staying at the gorgeous and newly-renovated Le Meridien resorts.

To enter, you need to come up with a title and tag line for this imaginary Tahiti-based romance novel. Keep it short and snappy (see our example above) and the most creative entry will win this dream holiday.

Email your entries to: tahiticomp@traveldaily.com.au

Click here for competition terms & conditions.



7Wonders SMS votes

TOURISM Australia's campaign New7Wonders of Nature has begun SMS voting - where "GBR" or "Reef", & "Uluru" or "Ayers Rock" can be texted to 19788555.

EK Skywards deals

EMIRATES is offering members of its Skywards program a 15% discount on stays at Atlantis, The Palm on bookings before 31 Mar and for travel until 25 Dec 2011.



TRAVEL CONSULTANTS

Office in the Hills District looking for a Full Time and Permanent Part Time Consultant.

Are you a proficient consultant with a minimum 2 years retail travel experience.

Galileo/Tramada preferred but not essential. Must be self motivated and possess good selling skills.

Expressions of interest to jim@bht.com.au

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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Travel Daily Group:





OUR NATIONAL EXECUTIVE TEAM IS READY TO ASSIST – REGISTER NOW

** NEW EXECUTIVE ROLE **

DIRECTOR OF SALES

SYDNEY – SALARY PACKAGE OTE \$200K+

This is an opportunity for a senior Executive within the Corporate arena to step in to a key leadership role within a thriving global organization. This role requires someone with knowledge of the corporate travel landscape and proven success in engaging with the corporate market at the executive level to secure new business. Strong leadership and financial skills are essential along with a proven track record of success.

INSPIRATIONAL LEADERSHIP REQUIRED

MANAGING DIRECTOR

SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE

This is an exciting opportunity for an exceptionally talented business leader to take this great Brand forward and drive company growth. We are looking for someone with passion for the travel industry, strong negotiation & relationship skills and the ability to be an energetic & inspirational leader. Your background will include executive level marketing & sales management inclusive of experience in the digital world.

JOIN THE CORPORATE BOOM

CORPORATE SALES MANAGERS

SYDNEY & PERTH – SALARY PACKAGES OTE \$100K ++

Work on the cutting edge of corporate travel and drive new business. If you can build rapport, articulate your sales methods and ability to close the deal these positions will put you on the front line of corporate travel and in the spotlight to be recognized for your achievements. Both are with leading Brands with unique propositions, and both will reward you appropriately for your skills & experience. Time to get moving.

CREAM ALWAYS RISES TO THE TOP

HEAD OF ACCOUNT MANAGEMENT X 2

MELB / SYDNEY / BRIS – SALARY PACKAGES OTE \$100K+

If you've been waiting to join an organization that is really going places and you have immense experience in corporate Account Management, take your pick of these beauties. You will have demonstrated your leadership skills by overseeing workflow and developing talent within your team, whilst holding responsibility for a large portfolio of corporate business. Strong business acumen & financial skills essential.

MANAGE A TEAM OF SUPERSTARS

RESERVATIONS SALES TEAM LEADER

SYDNEY – SALARY PACKAGE \$70K

This newly created role is best suited to someone who has managed a reservations team that is focused on sales targets. You'll need to be a proven performer yourself, with the ability to develop & mentor a talented team to achieve better results. By joining a growing company you'll see your efforts directly affect the ongoing success of the business plus you'll be working with a fun team who love what they do.

CHANGE THE COLOUR OF YOUR DAY

CORPORATE ACCOUNT MANAGERS

MELB / SYDNEY / BRISBANE – SALARY PACKAGES TO \$85K

If you're a corporate Account Manager with expertise and confidence in managing high profile, high volume accounts it's a great time to refresh your career and make a change.

You must be tech-savvy and have strong numerical & analytical skills with the ability to consolidate complex data into clear information to the clients. These roles are all with leading organizations who are experiencing exciting growth.

REDUCE YOUR HOURS – PART TIME

BUSINESS DEVELOPMENT – LEISURE SALES

PERTH (PART TIME) - SALARY PACKAGE PRO RATA

Love being on the road but not keen on the full time hours? This sales role gives you the flexibility of 3 days a week on the road. You will be able to show a superb personality, be on the ball in terms of building relationships and understand how to increase sales in your area. This role will include weekend work as required which will be paid additional. You'll be a confident, totally reliable and motivated person who can achieve.

YOUR NEXT MANAGEMENT ROLE IS HERE

RETAIL TRAVEL MANAGER

MELBOURNE - SALARY PACKAGE TO \$85k

Secure this management role where you will be responsible for developing this team of 10 in a well established business with an up-market clientele. This unique office has a thriving business and due to growth requires a full time manager to take the reins with a change in internal structures. This diverse role will also have you involved in marketing, web maintenance and financial budgets.

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



inPlace
RECRUITMENT

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WIN \$1,000*

We're celebrating 30 years in travel recruitment

As part of our 30th birthday celebrations inPlace Recruitment are giving you the chance to WIN one of three \$1,000.00 gift vouchers of your choice*. Sandra Chiles started the first specialist travel & tourism recruitment agency in Australia in 1981 and is still leading the way! **3 gift vouchers to be WON, so enter today!**



Ben Carnegie

Business Relationship Manager

This role will open many doors once listed on your CV. As Business Relationship Manager you will manage existing clientele plus seek out new business opportunities. Travel related products. Your wholesale travel background with on road sales experience will be highly regarded. Existing relationships with retail agents a distinct advantage.

- ▶ Territory covers parts of NSW & ACT
- ▶ Sydney based offices
- ▶ Up to \$70K + car, laptop, blackberry + excellent bonus

Click here for more details or call Ben.



Liz Vibert

Product Development - Contract

2 month contract role with leading global online travel company. Ideal for an experienced Product Development Consultant who is just back from o/s or in between jobs and available for an immediate start. You will be working alongside the marketing team & will be responsible for developing a plan of expansion for their China, India & Korea markets.

- ▶ Possibility for extension of contract and/or permanent role.
- ▶ Sydney city fringe
- ▶ Salary of \$35-\$40 per hour

Click here for more details or call Liz.



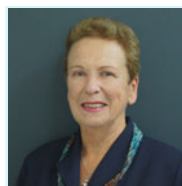
Kristi Gomm

Temp work in the UK Luxury Reservations Consultant

This well respected travel company based in Central London requires an experience Travel Consultant to cover maternity leave. You will be booking worldwide reservations for a mix of business and leisure clients over the phone. CRS experience essential, Sabre preferred.

- ▶ 6-9 month maternity contract
- ▶ Central London location
- ▶ Salary £20 -22 pro rata with quarterly performance bonus.

Call or email Kristi for more details.



Sandra Chiles

Client Relations Coordinator

Do you enjoy using your superior command of the English language? Put these skills to good use in this rewarding position. The ultimate goal of this role is to ensure your clients leave happy by solving issues that may arise in day to day operations. If you enjoy seeing situations turn positive because of your hard work then look no further.

- ▶ Wholesale travel co., excellent employee benefits
- ▶ Sydney CBD
- ▶ Salary up to \$50K + super

Click here for more details or call Sandra.

inPlace Recruitment has had a long association with the Globus Family of Brands; by being specialists in travel industry recruitment, while focusing on delivering the best candidate possible to meet our company's requirements.

GLOBUS
family of brands

Stewart Williams, Managing Director - Australasia, Globus Family of Brands

* Conditions apply

**Australian residents only

NSW Permit no. LTPS/11/01780

Competition closes Friday 25 March 2011

02 9278 5100

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