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Travel Daily

First with the news

Thursday 17th March 2011

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AOT drops NSW Hols brand

A **RESTRUCTURE** within AOT Holidays will see the group's wholesale division rebranded as Sunlover Holidays, which will incorporate both the Sunlover and the Travelpoint brands.

AOT ceo Andrew Burnes said the changes would also see the demise of the 'New South Wales Holidays' brand which will "no longer be used in the trade environment".

He said that both the Sydney and NSW brochures have been released under the Travelpoint

brand for 2011/12.

The restructure has seen the appointment of Leanne Chard as General Manager, Sunlover Holidays, while Michelle Connolly will take over responsibility for all wholesale contracting including Australia, NZ and the Pacific.

Chard has been with AOT for five years and was formerly TQ Director of Product Development.

Sunlover sales chief Hugh Houston's role doesn't change in the reshuffle, and he told **TD** this morning he's excited about the change, with the Sunlover brand "just so strong".

NSW Holidays was established in 1996, and has been operated by AOT, initially under licence from Tourism NSW since 2004 and more recently as a fully owned division of the company.

P&O launch video

CARNIVAL Australia vice president Jenny Lourey today appears in an exclusive **Travel Daily TV** video speaking about the new P&O 2012/13 program launch (**TD** yesterday).

The biggest ever group of P&O Australia itineraries will include the line's four local vessels homeporting from Sydney, Auckland, Melbourne, Brisbane and Fremantle - click on the logo or see youtube.com/traveldaily.



Seven pages of news

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

- TMS Asia Pacific
- AA Appointments
- Swiss Tourism roadshows

Trip

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Top of the morning!

TODAY'S Travel Daily has a special green front page in honour of St Patrick's Day, courtesy of Tourism Ireland.

The tourist office is today asking Australians to include the #howgreen hashtag in Twitter messages to celebrate the national day, as well as add photos, videos and messages to facebook.com/discoverirelandoz which also offers a special Green Yourself app.

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WIN a minimum of 2 nights in one of New Horizons Holidays' exotic locations* with \$250 spending money!

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Vaustralia

PacificFlier goes down

TWELVE months since it began promoting new services to Micronesia from Australia (*TD* 16 Mar 2010), Palau-based start-up PacificFlier.com appears to have closed up shop, with its website now pulled down.

In early Feb, *TD* flagged that PacificFlier was up for sale, with a settlement, being handled by Seachange Business Brokers.

Domestic fares go up

DOMESTIC Business class fares have risen to their highest level in over 12 months, to an index level of 104.3, (0.8 points higher than Mar last year), according to the latest Domestic Air Fares Index.

Full Economy and Restricted Economy fares also increased to new 12-month highs, to 93.4 and 94.1 respectively.

Best Discount fares went up to 52.5, a 0.5 index increase on last month, the govt statistics reveal.

Rocky advertising pays off

MAINSTREAM advertising on Australian TV is paying dividends for Canadian rail company, Rocky Mountaineer, with wholesalers reporting up to a 70% surge in sales, according to ceo and president, Randy Powell.

"Australia continues to be an unbelievable market for us," Powell told *Travel Daily* while in Sydney yesterday.

Australia is Rocky Mountaineer's second most popular source worldwide, with the United States providing its primary feed.

"In the past 10 years this market has been phenomenal, and it continues to be our fastest growing source," he said.

Last Aug, Rocky Mountaineer committed to the local market by investing funds into a series of TV commercials to promote the product, for the first time, which has proven "highly effective".

"You've seen an increased

presence in our advertising, which is all about us driving awareness," Powell said.

Agents and trade partners are the main beneficiaries of the ads.

The ads involve "a lot of tactical co-op advertising" which offer leads for consultants, he said.

"According to our trade partners and all of our research, we've only just scratched the surface of the market here.

"We still only have a 20% awareness among our target market, so there's still loads of potential for Australia."

Powell said one of Rocky's "significant wholesalers" here had urged him to keep consumer advertising up, as their business was up 70% on the same time last year.

QF \$150m wing fix

WING repair work on Qantas' crippled Airbus A380, which is in storage at Singapore following the 04 Nov engine explosion, is expected to cost in the realms of \$150m, according to *Fairfax*.

BUSINESS DEVELOPMENT EXEC - GROUPS

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- Creative development of imaginative groups itineraries
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Enquiries: richard.schoonraad@territorydiscoveries.com / T: 02 8281 9626
To Apply: Please forward a current CV and cover letter addressing the select criteria to: recruitment.tourismnt@nt.gov.au, no later than 25 March 2011.
(Be sure to follow instructions as outlined on the job description)



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QATAR AIRWAYS
الخطوط القطرية

LHR drops into fourth position

THE ongoing shift in the global aviation market towards China has been confirmed with the release overnight of 2010 traffic figures by the Airports Council International.

In the ranking of the most busy airports in the world, Beijing Capital Airport has jumped into second place with 73.8 million passengers, behind perennial leader Atlanta with 89.3 million.

Chicago O'Hare was the world's third busiest airport last year, with 66.7 million passengers - just ahead of last year's second place getter London Heathrow, which had 65.9 million.

Tellingly, Beijing's leap into second position came along with a 13% increase in traffic - while Atlanta and Chicago only grew 1.5% and 3.3% respectively, with London Heathrow actually falling back 0.2% last year.

Tokyo Haneda was in fifth place

with 64m passengers, ahead of Los Angeles with 58.9 million.

In terms of popular hubs for travellers from Australia to Europe, Dubai was in 13th place with 47.2m passengers, up 15.4%, ahead of Bangkok in 17th place with 42.7m, an increase of 5.6%.

Singapore was in 18th position with 42m passengers, up 13%. Other busy Chinese airports included Guangzhou in 19th position with 41.0 million, just ahead of Shanghai with 40.6m.

Australia's busiest airport in 2010 was Sydney, with its 36m pax and 7.6% growth putting it into 27th place for the year.

CHAT Qld switch

CHAT Tours will no longer be represented by FTM Australia in Queensland from 14 Apr, with the Greece specialist expected to appoint a full-time rep.

Home Valley inaugural

HOME Valley Station in the Australian outback is offering its first ever Kimberley Heritage Cattle Drive from 10 Jun-12 Jul.

The unique trip of a lifetime leads in at \$3805pp including Homestead and Stock Camp accom, all meals, beverages, entertainment, horse and tack, 4WD transfers from Kununurra and cattle droving activities.

More info 08 9161 4322.

Bahrain do not travel

THE Department of Foreign Affairs and Trade has reissued its travel advice for Bahrain, with the overall level increasing to "Do not Travel" due to the ongoing civil unrest and political tension.

Australians in the country are urged to leave by commercial means, if it is safe to do so.

Kayak adds bookings

US-BASED travel "meta-search" website **Kayak.com** has announced a new agreement with Travelocity which will see the implementation of a new hotel booking engine.

Kayak claims to simplify the online search for the best prices in travel by automatically looking at a range of websites, but previously didn't allow booking and instead directed users directly to the suppliers or OTAs.

Now the Travelocity Partner Network will power the Kayak engine, which will add to the company's current hotel options.

Fiat out of Velocity

VIRGIN Blue's Velocity rewards scheme will no longer include Fiat as a program partner from 15 Apr.

Members who purchase from Fiat after that date will not be eligible to earn Velocity points, and will also no longer be able to redeem points for a Fiat vehicle.

Retrospective claims for purchase up to and including 15 Apr 11 will be processed up until 15 Jul this year.



Window Seat

AS if floods and cyclones weren't enough, Australian tourism has taken another blow this week with the cancellation of the country's first ever UFO conference, according to the *ABC*.

The event was scheduled to start this Fri at Wycliffe Well in the Northern Territory, but wet weather has seen the venue unfortunately under water.

Organiser Arc Vanderzalm said that some participants had already arrived, along with one of the keynote presenters who "will still speak because no doubt the odd person will not hear that it's not on and will turn up." **PROBABLY** not quite so alarming as schlock horror movie *Snakes on a Plane* was an incident on the Polish rail system this week.

In fact it was more like *Snakes on a Train* when a large snake caused panic after it escaped from its carrier and slithered around the carriage.

Frightened passengers leapt onto seats and activated the emergency brake between Gdynia and Zakopane, with emergency workers taking about an hour to find the reptile. **WOULD** this be covered by travel insurance?

A British schoolteacher has asked for sick leave due to being bitten by a crocodile while on holiday in Zimbabwe.

The incident followed a decision by 21-year-old Scott Brand and his friends to go 'croc wrestling' in Lake Kariba after an afternoon of "sampling Africa's finest lager".

The first aid expert said that after he was bitten "it was bloody sore, but I got back on land and just poured some vodka over it".

Surprisingly on his return to the UK he found his arm had swollen up and become infected meaning he needed a few days in hospital to recover.



Senior Refunds Assistant Sydney

Emirates, the International Award winning Airline of the UAE, wishes to recruit a dedicated and motivated Senior Refunds Assistant for our Head Office operation in Sydney.

The successful candidates must be able to:

- Attend and action refund queries from agents, passengers and internal customers in a prompt and efficient manner.
- Liaise with Agents and BSP on billing issues, ACM's and ADM's

Minimum Requirements:

- Minimum 4 years industry experience, preferably with an airline or consolidator, with at least 2 years in a refunds, fares and tariff environment.
- A working knowledge of various CRS systems, BSPLink and PALMS.
- Sound organisational skills with the ability to arrange conflicting tasks in order to meet deadlines.
- Good customer service skills and strong communication skills in both verbal and written

We offer an attractive salary package and benefits associated with the airline industry. For further details of the position, and on-line application process, please visit our website www.emiratesgroupcareers.com

Telephone and postal applications will not be entertained. Applications close Monday 28th March 2011. Only candidates that meet the minimum requirements will be considered and contacted. Keep discovering

Japan suspensions

THE number of travel firms electing to temporarily suspend tours and cruises to Japan following last week's earthquake and tsunami continues to grow.

Bunnik Tours advised **TD** this morning that it has cancelled all its tours to Japan until mid-Apr.

Gap Adventures has cancelled six tours between 21-28 Mar, as "infrastructure, transport and suitable accommodation are all in question across large regions."

Oceania Cruises' *Oceania Nautica* will skip stops at Japan's Hiroshima and Kobe, adding extra days in Shanghai, Kaohsiung and Hong Kong.

Royal Caribbean's *Legend of the Seas* will also miss three Japan ports on its 26 Mar sailing.

Rail Plus says it will offer a full refund for pax who have not exchanged their Japan Rail Pass Exchange Order, so long as they are intact and in their original condition, and in the company's office by 31 Mar.

Refunds after 31 Mar will be hit with normal cancellation fees.

Chaos at SYD today

DOMESTIC and international airlines operating at Sydney Airport were significantly disrupted this morning due to "air traffic control holds" for inbound aircraft.

The issues were not weather related, but are understood to be linked to the installation of new equipment at the airport.

Morning flights were delayed for up to an hour, leading to knock-on effects across the domestic networks of both Qantas and Virgin Blue.

UA adds int'l mobile

UNITED Airlines has announced the expansion of mobile check-in and mobile boarding passes to UA international passengers.

However the carrier's flights from Australia don't appear to be part of the move, with mobile boarding passes initially available for UA services departing from London, Munich, Amsterdam, Brussels, Geneva, Zurich, Osaka and Moscow - and plans for expansion to Frankfurt, Tokyo Narita and Hong Kong in the coming months.

UA already offers paperless boarding at 62 US ports, while CO also has the system at its domestic and most int'l ports.

Tourism Queensland garners support

TOURISM operators in Queensland are being urged to support the Sunshine State in a new "plucky" Tourism Queensland campaign.

Dubbed *The Queensland Pledge* (and pictured here), the campaign is the next phase of the \$10m tourism recovery package, and aims to spur tourism operators, individuals and other businesses to

sign up to show that "Nothing Beats Queensland."

"*The Queensland Pledge* confirms that Queensland is staging a spectacular comeback following the floods and cyclone," the organisation said.

To pledge your support, go to

Nothing beats Queensland Where Australia Shines **OUR PLEDGE**

We, the members of the tourism industry, are united in our determination to show that **Nothing Beats Queensland.**

Our plan is simple.

- We will pull out all stops to thank visitors for their support, by giving them the best holiday experiences possible.
- We will surprise and delight with random acts of joyful appreciation.
- We will turn our service level up to 11.
- We will do our utmost to create unexpected moments that give our visitors a thrill, a smile or even, blow their minds.
- We will not underestimate the power of these moments.
- As individuals, companies and organisations, we are committed to being the best ambassadors for Queensland.
- Together, we will unite to bring visitors back, and give them a reason to keep coming back.
- Our actions will be evidence that Queensland is the place where Australia - and the Australian spirit - shines.

Signed,

<your name>
<your organisation>



www.tq.com.au/pledge.

MEANWHILE, *Travel Daily* can exclusively reveal that Tourism Queensland will launch its latest Global Campaign tomorrow.

The TQ campaign was originally planned to debut about five weeks ago at AIME in Melbourne.



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With some of the world's finest restaurants, pristine beaches and Burj Khalifa, the world's tallest building, Dubai is a city where only the best is good enough. And with special stopover packages tailored to meet any desire, your clients can enjoy the luxury they deserve.

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Image depicts Burj Khalifa. *Terms and conditions apply. Prices are per person, per night on a twin-sharing basis and subject to currency fluctuations and changes to the tariffs payable to hotels. Valid for bookings made for travel in August 2011. For bookings made for travel up to and including 31 July 2011 and from 1 September 2011 up to and including 31 October 2011, prices start from US\$59 per person, per night on a twin-sharing basis and subject to currency fluctuations and changes to the tariffs payable to hotels. Rooms subject to availability.

For more details contact your Emirates Sales Team or the Emirates Customer Service Centre on 1300 880 599.

EMI2927

SilverLeaf booms for Rocky



ROCKY Mountaineer will begin the search for dome carriage manufacturers as it plots the future expansion of its mid-classed SilverLeaf rail product.

CEO & president, Randy Powell, speaking exclusively one-on-one with **Travel Daily** yesterday in Sydney, flagged the need to increase its SilverLeaf carriage count, as early indicators have shown it's struck a chord with potential new customers.

"This thing's a really big idea. The interest seems to be high, maybe even higher than GoldLeaf", Powell said.

SilverLeaf sits mid-way between its value product, RedLeaf, and its premium product, GoldLeaf, and mid-way in terms of pricing too.

The single-level product seats up to 55 guests, serves hot food (RedLeaf serves cold food only) and offers pax the opportunity to socialise with other guests while still being able to move around in the carriage and appreciate the dramatic Canadian scenery via its dome windows.

SilverLeaf is being operated on

around 10 departures this year, and that number will rise to nearly 50 in 2012.

A decision to substitute the WhistlerDome service (used on the Sea to Sky route to Whistler) next year, and rebadge it as the SilverLeaf product, running between Vancouver and Banff (**TD** yesterday), was made to give guests another class of travel, and follows global research which included around 1,000 Aussies.

Past users, 'product rejectors' and potential new guests were polled to gauge their reaction to the SilverLeaf class.

At the moment Rocky only has two SilverLeaf carriages, but positive feedback could see that number increased to about 16.

Powell said he expects SilverLeaf to sell out in 2012, "so we owe it to our trade partners to make a decision on its ongoing development for 2013 soon."

Pictured **from left** are Rocky Mountaineer's Bob Nicholas, vp Global Sales, Robert Halfpenny, Director Sales - Asia Pacific; and Randy Powell, CEO & President.

LH Group nabs bmi

THE Lufthansa Group is to take over representation of British Midland International in Australia from Discover the World Marketing, effective 04 Apr.

The move will see bmi blended into the eXperts program, joining Austrian Airlines, Lufthansa and Swiss International Airlines.

LH Group's Melbourne call centre will take over ticketing and reservations for bmi.

From 04 Apr, inquiries for bmi should be directed to its service number - 1300 655 727.

Getaway tonight

TONIGHT's episode of Channel Nine's dedicated half-hour long travel show, *Getaway*, airing at 8pm, features stories on:

- London, United Kingdom
- Great Race, Sydney
- Eco Lodge, West Papua
- Hunter Valley Gardens NSW
- Frankston, on Victoria's Mornington Peninsula

Thursday 17th Mar 2011

The George to open

CHRISTCHURCH hotel, The George is expected to open one week earlier than expected after the City Council said it will lift the orange zone 4 south cordon to the public on 18 Mar.

The hotel will open on 22 Mar with the conference rooms to be operational the following day.

Accor showstoppers

ACCOR Hotels launched 'showstopper packages' for this year's Sydney Royal Easter Show priced from \$199 including accom at the Ibis Sydney King Street Wharf, transport and Show entry tickets, valid for stays between 14-27 Apr.

See accorhotels.com.



Positions Available

Due to expansion and our recent success in acquiring new business, World Travel Professionals is looking for talented individuals to join our dynamic teams.

Proud of its numerous awards within the industry, World Travel Professionals is one of Australia's leading travel management companies, specialising in corporate travel, conference and event management and luxury travel.

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GOLD COAST

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- Domestic Corporate Consultant
- Luxury Travel Specialist

SYDNEY

- Senior Corporate Consultant
- Domestic Corporate Consultant
- Luxury Travel Specialist

PERTH

- Senior Corporate Consultant
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In return for your knowledge, creativity and professional skills, we offer a great working environment, equally good salary and generous incentive package.

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For a confidential chat please contact
Philippa Baker on 02 9261 1926 or email your
resume to philippa@alexander-associates.com.au

Christchurch loses World Cup games

TOURISM New Zealand and the Rugby World Cup 2011 officially took Christchurch's hosting rights away yesterday, following damage caused to the stadium, lack of hotel rooms and other

infrastructure issues in the region caused by last month's devastating earthquake.

The Christchurch rounds of the RWC 2011 will be relocated to Auckland on the original dates.

A joint decision, to be made by the end of the month, by the tournament's partners will decide where the remaining five pool matches will be hosted.

Kevin Bowler, Tourism NZ ce assured fans the alternative areas will be ready in time to welcome them.

"Obviously it's very disappointing for Christchurch that the games will no longer be held in the city".

"I'm urging all visitors to New Zealand for Rugby World Cup 2011 not to leave without visiting the South Island", Bowler continued.

Christchurch & Canterbury Tourism chief exec. Tim Hunter expressed his disappointment, but said fans should still come and experience our passion for the game and spend time in the region".

2011 Austria Journal

THE Destination Austria Holiday Journal has been unveiled with an all new design.

The 52-page guide offers stories on music, art and culture, with all Australian Tour Operators listed.

Trafalgar Egypt deals

TRAFALGAR is offering savings of up to \$380 per couple on nine of its Egypt itineraries, across its First Class, CostSaver and Autumn, Winter and Spring holiday brochures.

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:

Which four Hawaiian islands does Hawaiian fly in and out of over 160 times daily?

Send your entries to: justgowithit@traveldaily.com.au
 Congratulations to yesterday's lucky winners, Philippa Demetriou from Wotif Group.




Thursday 17th Mar 2011

Travel Daily



ABOVE: Tourism Ireland organised a Flashmob scene, literally stopping commuters in their tracks at Sydney's Central Station this morning.

The St Patrick's Day celebration saw 120 dancers take part in the event including 20 dancers from the famous 'Riverdance' show.

View the footage of the Flashmob visit on  **Travel Daily's** YouTube site, at www.youtube.com/traveldaily.

SU's Boeing order

AEROFLOT Russian Airlines has confirmed an order with Boeing for eight aircraft - six 777-300ERs and two Boeing 777-200ERs.

New Copa route

COPA Airlines will launch its 56th destination from 18 Jun, with a four times weekly service between Panama City-Brasilia.

VX corporate rewards

VIRGIN America has introduced a corporate rewards program that is targeted at medium- small businesses who spend a min. of US\$20,000 per year on travel.

Elevate reward program ensures future travel discounts.

Creative bonus points

CREATIVE Holidays is offering 500 bonus points to World Reward members who book pax on 1 of 4 Captain Cook cruises in Fiji, for two adults, by 31 Mar.

See www.creativeholiday.com.



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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.

www.tourismoman.com.au
 Phone +61 2 9286 8930



Hahn Air additions

HAHN Air has expanded its e-Ticketing agreement with four new airlines - Helvetic Airways (2L), Star Peru (SI), InterSky (3L) and Pakistan International (PK).



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.

Andrew Cosslett is set to step down from his position of Chief Executive of **InterContinental Hotels Group** with **Richard Solomons**, Chief Financial Officer and Head of Commercial Development succeeding him. Solomons will begin his new role as Chief Executive on 01 Jul.

Fraser Island's **Kingfisher Bay Resort Group** has appointed a number of Executives. **Ben Van Lierop** is the new Resort General Manager, **Jeremy Nordkamp** is Executive Assistant Manager, and **Christina Lando** is the BDM for Regional Queensland and Northern NSW.

Voyages Hotels and Resorts has welcomed **Meredith Baxter** as its Inbound Sales Manager. She will be responsible for managing the resorts inbound tour operators, USA coach ops. & the youth market.

President and ceo of **Pinnacle Airlines Corp.** **Philip Trenary** has resigned from his position, effective 24 Mar. Pinnacle Board of Directors Chairman, **Donald Breeding** will take on the role in the interim.

Starwood Hotels and Resorts Worldwide has named **Brian Pivinelli** as its new Global Brand Leader for Westin Hotels and Resorts.

Kiwi Collection has appointed **Jean Marie Healy** as its new Chief Marketing Officer. Healy's most recent role was with Vice President of Marketing with American Express.

Aerius Travel Company has announced the appointment of **Nathalie Weber** who started working with the HR team this month, under her new title of marketing manager for Hahn Air Australia and New Zealand. Mercedes Beaudry will continue her role of manager of all ticketing and booking enquiries for HR.

Insight Vacations has appointed **Tennille Cairns** to the position of Sales Support Supervisor, based in the Sydney office.

Cameron White will take up the position of Resident Manager at **BreakFree Great Sandy Straits**, in April. **Jade Cocks** has been promoted to general manager of **BreakFree Savannah** in Broadbeach QLD.

LH order approved

LUFTHANSA has ordered 35 new aircraft including 25 Airbus A320neo, and five A321neo planes, as well as five Boeing 777 freighters, following approval by the carrier's Supervisory Board.

Wong's email address

HELEN Wong's Tours email address is helenwongstours.com for agents wanting to register their agency for the \$1000 gift giveaway (**TD** yesterday).

ICCA training dates

THE Int'l Cruise Council Australasia has training sessions in Coffs Harbour on 30-31 Mar, Adelaide on 12-13 Mar, Sydney on 17-18 Mar, Brisbane on 31 May & 01 Jun and in Hobart on 07-08 Jun - see cruising.org.au.

RCI drinks packages

ROYAL Caribbean International has launched 'All you can drink' deals on select vessels, priced from US\$39 per person, per day.

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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GET A BUNGALOW

She lost her key...

Jacqueline Connelly of Flight Centre Narellan sent in the following entry:

Title: *Tahiti Staff Retreat - Work or Play?*

Tagline: *Yes, he is her boss, but what happens in Tahiti stays in Tahiti!*

...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.](#)



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So, if this is you and you can be relied upon to provide expertise in luxury travel in one of the regions such as Africa/Arabia, Europe, India/Orient and Latin America/Antarctica, we would like to hear from you.

Please submit your CV by email to lrichardson@abercrombiekent.com.au by Friday 1st April.

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- Excellent communications skills

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AA EXECUTIVE - THE BEST ROLES AND THE MOST EXPERIENCED TEAM

THE LEAD ROLE IN CORPORATE SALES

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.

LEAD THIS GLOBAL BRAND IN TO THE FUTURE

MANAGING DIRECTOR

SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE

This is an exciting opportunity for an exceptionally talented business leader to take a 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 inspirational leader. You'll have executive level marketing & sales management inclusive of digital/e-comm so you can take the company in to the future.

THE MANY COLOURS OF ACCOUNT MANAGEMENT

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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.

COMPLETE THIS MANAGEMENT TEAM

REGIONAL SALES & ACCOUNT MANAGER

BRISBANE - SALARY PACKAGE OTE \$115K

Secure this top level senior management role and lead a team to further success. You will be a highly experienced sales and account manager who can deliver the best to valuable clients. This role requires the skills of a professional, highly skilled candidate who has strong communication skills and the ability to nurture & develop a team to ensure solid retention & growth of clients.

TAKE A GREAT TEAM AND MAKE THEM BETTER

RESERVATIONS MANAGER

SYDNEY – SALARY PACKAGE TO \$70K

This newly created role is available NOW for an experienced Team Leader who is focused on increasing sales. You'll need to be a proven performer yourself, with the ability to develop & mentor a talented team to achieve higher results. By joining a growing company you'll see your efforts directly affect the ongoing success of the business. You'll be working within a fun team environment and a team who love their work.

LIFE IS BETTER WITH TRAVEL AND MUSIC

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SYDNEY – SALARY PACKAGE TO \$60K INCLUDING CAR

Do you have what it takes to work on the road? Setting your own schedule, being reliable, making cold calls, giving presentations, and creating new sales? All of these skills will help you win this role with an exciting travel company that has unique group tours to fascinating overseas destinations. You will be confident, friendly, completely reliable, and results-driven. To learn more, apply now for an urgent start.

CRUISE THE SCENE WITH THIS SUPERB PRODUCT

BUSINESS DEVELOPMENT MANAGER

BRISBANE – SALARY PACKAGE \$65k + CAR + INCENTIVES

Bring your winning smile, motivation and sales ability to this wholesale product and get out & about to service the travel agency market and drive increased sales. You will have the ability and know-how to ensure success of the product in the market. This package also includes a fully maintained car and incentives for you to earn. Strong communication and presentation skills are essential.

CREATE THE BIG PICTURE FROM THE TOP

INCENTIVE PROGRAM DIRECTOR

MELBOURNE - SALARY PACKAGE BASED ON EXP

As an enthusiastic, creative and energetic individual you will have the ability to develop and attain the big picture for your clients with extensive experience working in incentive & conference logistics. You will be able to develop and present ideas to your clients, managing strong relationships with both clients and your team. Events Pro and CRS will be highly valued. This senior role comes with a package to entice.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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

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

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WIN
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SWITZERLAND**



The Opportunity to taste *Swiss Wine, Chocolate and Cheese* plus the chance to WIN loads of prizes including 'A Holiday in Switzerland', and pick up some goodies!

CLICK HERE TO RSVP

March 21	Sydney (Mercure)
March 22	Perth (Mercure)
March 24	Melbourne (Mercure)

*All events are from 6pm to 9pm. (except Sydney which starts at 6.30pm)

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