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Travel Daily

First with the news

Thursday 31st March 2011

Director of Sales, Marketing and Business Development

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Contact **Stacy Balderson** or **Sally Frape**
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ISSN 1834-3058

empowered
with James Tobin

This month we examine the evolution of the Sabre Red Workspace

Sabre | Travel Network

New QF seat selection charge

QANTAS has launched a new online Seat Selection system, in which international economy passengers can pay \$20 to preselect their preferred seat after they make a booking.

Seat selection is free for QF Silver, Gold and Platinum frequent flyers and their companions, as well as for all domestic passengers.

Passengers wanting to choose their seats can do so via the 'Manage Your Booking' facility on the Qantas website, and QFFF points can also be used to pay for the seat selection facility.

Advance seat selection can also

be used for exit row seats, but these cost more, with a fee of up to \$160 for long haul int'l flights.

The new system is available effective immediately, with the move following advice to agents (**TD** yest) about requesting seats for clients via GDS seat maps rather than frequent flyer profiles.

Passengers who don't opt for the seat selection option can still pick their seat at no charge when they check in from 24 hours before departure.

Club Med specials

CLUB Med is promoting three nights free at its Asian resorts, as well as savings of up to 25% per person at its Mauritius properties - details on **page twelve**.

Tahiti comp last day

DON'T forget to get those final entries in for our fabulous **TD** monthly competition offering a prize of a trip for two to Tahiti - for details see **page four**.

Celebrity interview

TRAVEL Daily readers today have the opportunity to instantly win a fantastic new Apple iPad 2 courtesy of Sabre Pacific - see our exclusive James Tobin Celebrity Interview on **page seven**.

What an issue!

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

- TMS Asia Pacific temp jobs
- AA Appointments jobs
- Creative Holidays NTIA
- Club Med bonus deals

Lest We Forget
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Travel Daily

First with the news

Thursday 31st March 2011

Q: What's the best address in Abu Dhabi?

A: essentialabudhabi.com

brought to you by



Travel Daily on location in Bordeaux, France

Today's issue of *TD* is coming to you from *Rendezvous en France* in Bordeaux, courtesy of *Atout France* and *Air France*

BORDEAUX is world renowned for its fabulous wine culture & gourmet dining options, and is backed by 100s of wineries and no fewer than 7 Michelin star restaurants, making it a haven for food and wine lovers.

About 30mins from the city centre and opened just 4 years ago is *La Winery*, a venue where visitors discover what wine best suits their individual tastes, using the exclusive 'Wine Sign' class.

Wine Sign has visitors sample 6 varieties of wine and answer a series of questions about their opinions on each via a computer program, along with a number of other general questions.

The program evaluates visitors tastes based on 8 profiles, and matches them with wines that best suits their palate.

Classes are held regularly - for more info see www.winery.fr.

Stop sell on Renault Eurodrive

THE devastating earthquake and tsunami in Japan is having far-reaching effects on the global travel industry, with Renault Eurodrive this morning announcing an immediate temporary stop sell on bookings.

MD Paul Hodges told *TD* the move is due to supply issues for the company's vehicles, which utilise parts from a number of

Japanese manufacturers affected by the disaster.

"We've had such a strong year, and the uncertainty about being able to make the new vehicles fast enough means we've had to take this step," he said.

Hodges said the company was working through existing bookings to ensure availability, and would update the industry "when the position becomes clearer".

Agents with queries can contact the company on 1300 55 11 60.

Flighties party in Paris

TRAVEL agency juggernaut Flight Centre will hold its annual Global Gathering in Paris from 15 to 17 Jul 2011, supported in part by *Atout France*.

Director Patrick Benhamou told *TD* this week that the event will draw a crowd of about 2,400 Flight Centre agents from around the world, with 1,500 of them coming from Australia.

Atout France has organised an exclusive fashion show, a treasure hunt through Paris and some other exciting events over the three days, Benhamou said.

More stories from *Rendez-vous* on **pages 3 and 5**.

AAA ceo resigns

LORRAINE Duffy, the chief executive of the Accommodation Association of Australia has announced her resignation and will depart effective 30 Jun.

She's run the AAA for four years, with her tenure culminating in the body's recent renaming from HMAA and the joining of major hotel groups (*TD* 14 Feb) to form a "single voice for the accommodation industry".

AAA board said it would shortly begin recruiting a new CEO - more appointments on **page 8**.

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Travel Daily

First with the news

Thursday 31st March 2011

One of the world's youngest fleets.

QATAR AIRWAYS
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Non-tourism sponsors driving France

THE Australasian office of Atout France is ranked 10th globally in terms of pure advertising dollars received, despite Aussies only accounting for just half a percent of international arrivals to France.

Director Patrick Benhamou told *Travel Daily* at Rendez-vous en France yesterday that Australia was in a fortunate position to have the support of many French partners who were able to inject funds into marketing projects.

Locally, Atout France gets about \$1.5 million in funding to spend on tourism promotion, with around a quarter of the marketing budget coming from non-tourism organisations.

That's about five times higher than any other Atout France office globally.

"Australia is one of the rare countries in the world to get subsidised from French brands, including the likes of Dior, Louis

Vuitton, Moët Chandon, L'Oréal, Lacombe, Yves Saint Laurent, Peugeot, Renault and Citroën," Benhamou explained.

"We are lucky to have a network of companies who want to use the image of good living of France, of culture of history and patrimony, and this year the number of companies has never been greater," he said.

"It's not only the money that they bring to us, but the fact they are associated with us goes a very long way."

French inbound boom

FRANCE has been identified as one of Australia's three key target inbound markets, according to Tourism Australia.

Atout France director, Patrick Benhamou told *Travel Daily* at the Rendez-vous en France trade show, that Tourism Australia md Andrew McEvoy had said France was a "booming country" in terms of bookings to Australia.

Figures out of France have shown visitor arrivals have exceeded 100,000 in 2010, and that there are good spending tourists who travel all year round.

"So I think tourism works in two directions from France," Benhamou said.

French newsletter

THE Atout France newsletter is gaining traction with consultants in the industry, says Australian director, Patrick Benhamou.

The newsletter launched about a year ago and is produced every three weeks, featuring current news about what's on in France, and any special deals available through trade partners.

The publication, which is an 'opt-in' newsletter currently has a database of around 2,500 agents.

To sign to receive the free France tourism newsletter, email lea.granado@franceguide.com.

Learn about France

ATOUT France in Australia is in the final stages of developing an online trade training system for consultants, aimed at increasing their knowledge on all things France.

Director Patrick Benhamou told *TD* in Bordeaux the module has come from Atout France's Paris office, and has been adapted to suit the Australian market.

The module was given a test run through Flight Centre and has 250 names registered to date.

Launching mid-year, the program will be open to all travel consultants and focuses on the key selling points and regions of France, with agents requiring a perfect score to pass.

The web-based course takes about an hour to complete and provides agents with a diploma of accreditation when completed.



Window Seat

JUST about everything at Hamilton Island's exclusive qualia resort is upmarket - even the manchester.

Iconic Aussie fashion designer Collette Dinnigan has been commissioned to create a new "limited edition beach and pool towel" for the property.

And for those people who really want to show off, the special Dinnigan towels are available for purchase by both guests and "qualia devotees".

The special towels are a snip at just \$149 - plus delivery charges - from the qualia boutique on 07 4948 9473.

YOU'VE heard of the Big Banana, the Big Pineapple, the Big Merino and the Big Prawn - now the Murweh Shire Council in outback Queensland is pinning its tourism hopes on the Giant Meat Ant.

The new attraction was erected yesterday at a new tourist park in the town of Augathella, north-east of Charleville.

The massive insect is 5 metres long, and honours the region's "tough and relentless football teams" known as the Meat Ants.

Meat ants also have an important claim to fame, as the "only known natural enemies of the cane toad," according to council ceo Chris Blanche.

Rendez-vous in Paris

NEXT year's Rendez-vous en France will return to Paris as part of its three year cycle, having been hosted in Nice last year and Bordeaux over the past few days.

The 2012 French tradeshow is to be held at Paris Expo Porte de Versailles on 27-28 Mar.



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70,000 points - what a Trip!

RUTH Slater from HWT Tunstall Square in Vic is the lucky 7000th member of Qantas Holidays/Viva! Holidays' Trip loyalty scheme.



Slater has been awarded a special bonus of 70,000 Trip points, which she says she'll use towards QH gift vouchers for her next holiday.

She's pictured above accepting a giant novelty cheque from QH's Saskia Van Dongen.

See accumulate.com.au/trip.

SQ text headlines

SINGAPORE Airlines has partnered up with Channel NewsAsia to offer live text news headlines on its KrisWorld inflight entertainment system.

Parker Travel to LA

PARKER Travel Collection has appointed Kieron Keady as its new Executive Vice President North America, heading up a new Los Angeles office for the firm.

Keady is well known across the US travel industry, having headed up Qantas Vacations and Jetabout Asia Vacations from 2000 to 2009.

He was also with AAT Kings for 14 years as the international sales manager and GM North America.

Parker Travel Collection md Todd Parker said the new office continues the company's philosophy of having people on the ground, building on existing offices in Melbourne, Sydney, the Gold Coast, Cairns, Guangzhou, Seoul and now Los Angeles.



Breakaway Travelclub, Australia's largest and leading travel industry Travelclub is looking for a Full Time International Travel Consultant to join their young and dynamic team.

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Previous travel working experience is required along with computer literacy, a professional phone manner, good attention to detail, organisational skills, and the ability to work successfully within a team are all essential skills.

Resume and cover letter including desire hours to: employment@aptouring.com.au

WIN A TRIP FOR TWO TO TAHITI

GET A BUNGALOW



Skye Kirne of American Express Business

Travel sent in the following entry:

Title: *Tale of the enchanted Tahitian*

Black Pearl

Tagline: *Find La Tipanie's*

magical pearl to

evoke everlasting

love...

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.](#)



QF Exmouth inaugural

QANTASLINK yesterday operated its first commercial flight between Perth and Exmouth on WA's north coast.

The 115-seat 717 service will operate three times per week, with QF regional gm WA, Ian Gay, saying the flight will "open up the region and its key attractions of Ningaloo Reef and Coral Bay, to more visitors than ever".

Takeover bid for AA

A LITTLE-KNOWN company from Florida has launched a US\$3.25 billion takeover offer for AMR Holdings, the parent firm of American Airlines.

Sterling Global Holdings has offered US\$9.25 per share for the carrier - 48% higher than the current share price.

AMR is so far treating the offer with skepticism.

Looking to break into Hotel and Tourism Sales and Marketing?



Randall Marketing is one of the most respected and successful travel and tourism marketing companies in the Asia-Pacific region. Due to significant growth we are now looking for a Marketing Assistant to join our dynamic team based at our Head Office in Sydney.

We are seeking someone with a can-do attitude and with travel wholesale/retail and/or travel marketing experience. We will also consider recent marketing graduates. In return we offer a competitive remuneration (c \$35K + super), excellent travel benefits and a dynamic, friendly and exciting working environment and an opportunity to go places - literally!

Please send your cv to charlie@randallmarketing.com.au

New Peru routes

TACA Peru is adding two new domestic routes within Peru, with a daily Lima-Chiclayo flight and twice daily Lima-Piura services set to debut 09 May.

WIN AN APPLE IPAD 2 THROUGH HAHN AIR



To celebrate the release of 'Your Rooster' service, **Hahn Air** has teamed up with **Travel Daily** this week and is giving one lucky reader the chance to win an Apple iPad 2.

Your Rooster is a pioneering service offered only by Hahn Air. It will exclusively waive one ADM per IATA number, once a year, which is related to HR-169 e-ticketing.

For your chance to **WIN** your very own Apple iPad 2, simply come up with a tagline for 'Your Rooster' campaign.

The most creative entry will win this fantastic prize, with the winner's name published in **Travel Daily** next week.



Some of the great entries received yesterday were:

- ◆ "Forget ADM fowl ups"
- ◆ "Your friendly ADM eating cockie"

To take advantage of 'Your Rooster' service, register on the Hahn Air website at www.hahnair.com.

Find Hahn Air on:   

Email your tagline to:

hahnaircomp@traveldaily.com.au

QF SFO early pullout

QANTAS will operate its last direct flight to San Francisco on 06 May - more than a week earlier than originally announced, according to GDS displays.

Passengers booked on QF73 between 07 and 14 May are currently being contacted by QF staff and offered the option to reroute via Los Angeles.

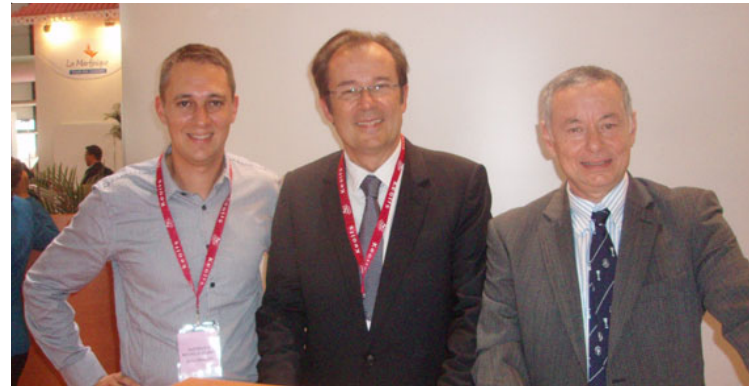
French '12 workshops

ATOUT France Australia is to hold its first ever roadshow staged in Perth in Sep next year.

Around 75 exhibitors (50 from France & 25 local representatives) are expected to participate in the three city showcase, which will also visit Sydney and Melbourne.

In 2010, between 1,000 and 1,500 travel agents attended.

30 years of France in Australia



AMAZINGLY, Patrick didn't organise a party for this milestone.

Atout France has this month celebrated its Australian office being operational for 30 years, with current director Patrick Benhamou appointed to set up the branch on 05 Mar 1981.

Benhamou headed the office for 10 years initially from the age of 23 (so we now know how old he is) - and at the time it was estimated that annual Australian arrivals into France were around 250,000.

Three decades later, that number hovers around 500,000-600,000 visitors.

He had stints in Amsterdam and

Canada (nine years), before returning to Sydney.

When it first opened, the office comprised of just two staff, but today now has six full time staff and eight trainees.

And he says he's Atout France's only Australian resident (he has dual citizenship), with over 300 staff employed within the organisation globally.

Benhamou is pictured above, far right, at Rendez-vous en France this week, with Julien Ginailhac, marketing assistant - trade manager, Atout France Australasia (left) and Christian Mantei, general manager, Atout France.

Evergreen tours
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Whilst maintaining a high level of accuracy at all times, your key responsibilities will include contract management, data entry of contracts into the back office system, analysis and reporting of passenger sales for each destination in the portfolio, assisting with brochure production, supplier liaison for each product area as well as coordinating all related administration activities. Advanced excel skills, an understanding of the travel industry, geographical knowledge of Evergreen Tours touring destinations in Europe, Canada, New Zealand, Middle East, Sth America and Australia with operations/logistical experience will be highly regarded.

If this role sounds like you please forward your resume along with salary expectations to employment@scenic tours.com with the subject line Product Coordinator by COB Monday, 11 April 2011.

TRAVEL CONSULTANT

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BI's Crown move

ROYAL Brunei Airlines flight crew will stay at Melbourne's Crown Metropol during layovers following the launch of BI's new four weekly services (*TD* yest).

VS NZ codeshares

AIR New Zealand and Virgin Atlantic have implemented their new codeshare pact, with the NZ code now appearing on VS' Sydney-Hong Kong and San Francisco-London services.

Virgin Atlantic is codesharing on various Air NZ Pacific routes including Sydney-Auckland, San Francisco-Auckland and Los Angeles-Rarotonga.

Enterprise inventory dropped from Orbitz

AN escalating dispute between US car rental giant Enterprise has seen the Alamo, National and Enterprise brands dropped from the Orbitz online travel agency websites.

Enterprise is one of the world's biggest car rental operators, with more than one million vehicles on offer, with the company saying that "consumer choice and affordability" will be impacted.

The company has formally ended its relationship with Orbitz because the OTA had decided to delist Alamo and National as well as "insist on unacceptable commission rates from Enterprise."

The move is effective from tomorrow, with Enterprise also saying that the Orbitz move is "punitive towards rental car brands that have contributed to Orbitz's success for many years."

Orbitz was formerly part of the Cendant travel giant, and operates a range of brands including HotelClub, CheapTickets asia-hotels and ebookers.com.

The OTA is also flexing its muscles in a battle with American Airlines over the US carrier's direct-connect strategy, with AA flights no longer listed for purchase on any Orbitz websites.

DBT stacks up nominations

SYDNEY based agency DBT Corporate/Cruisescene is ecstatic about getting five nominations in as many categories for the 2011 National Travel Industry Awards.

The team took time out during the celebrations to take this photo of themselves showing that team work can be activated on all levels.

Pictured from left to right and back to front are Christy Brown, Kevin Toye, Sarah Hackett, Anette Kirk-Goodare, Kimberley Neville, Danielle Good, Joanne Wall, Yvette Bortolussi, Stephanie O'Keil, Luke Rodley, Jim Thompson, Donna Meads-Barlow and Marc Randall.



Jumeirah Shanghai

JUMEIRAH Hotels & Resorts has opened its first property in China - the Jumeirah Himalayas Hotel in Shanghai.

The five star luxury hotel has 401 "contemporary Chinese-style guestrooms" including 62 suites and residences, as well as meeting, conference and event facilities including two ballrooms and a rooftop Infinity Garden.

The Jumeirah Himalayas Hotel is part of Shanghai's landmark Himalayas Centre in Pudong which includes a 1100 seat theatre, art museum and luxury brand shopping mall - and is located directly opposite the Shanghai New International Expo Centre and Century Park.

The hotel was designed by KCA International which also created Jumeirah's Burj Al Arab in Dubai.

Uniworld preview

UNIWORLD has launched its 2012 preview brochure for Europe and Russia Boutique River Cruises, offering 2012 cruises at 2011 prices - uniworldcruises.com.au.

Thailand flooding

THE Thailand Tourism Authority is advising travellers to the country's south to prepare for heavier flooding, after storms closed air, ferry and rail services.

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Become highly knowledgeable and land yourself a great prize. Virgin Blue Group Elite Flying School is an online training program, in 13 easy to complete parts. The first 8 people to finish will be winging their way to Abu Dhabi in the United Arab Emirates*. So if you want to go far, go online now.

The prize includes: Return flights on V Australia, 3 nights accommodation at a Hilton hotel, 2 full day tours - Orientation tour of Abu Dhabi, including the Grand Mosque, a Dune Dinner Safari, Falcon Hospital.

www.eliteflyingschool.com

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Thursday 31st Mar 2011

Another scam alert

AUSTRALIAN travel agents have this morning been deluged with emails from unknown travellers wanting to book Tasman flights.

The emails, in stilted English, ask for a 'flight for my daughter' from Sydney to Auckland in "Nile Zelande" - of course offering credit card payment.

Agents are advised to ignore the clearly bogus email requests.

BA/IB extend pact

ONEWORLD members British Airways and Iberia- both now having a common parent company - have expanded their range of codeshare services.

Effective 01 Apr the IB code will be added to BA's Middle East, Mexico and South Africa routes, while BA will codeshare on IB's Central America and Mexico flights.

InteliRates Excitement

EXCITE Holidays says its InteliRates dynamic pricing system is proving invaluable to agents with the soaring Aussie dollar, which overnight hit yet another record high of US\$1.033.

MD George Papaioannou said the exclusive Excite Holidays system automatically passes on room rate reductions to travel agents, updating unpaid bookings every Wed based on the market value of the Australian dollar.

Excite also allows agents to book rooms up to 12 months in advance without payment or deposits - exciteholidays.com.

Port Macquarie sale

THE Mercure Hotel in Port Macquarie, NSW is up for sale, with expressions of interest sought for the 71 room property.

Langham and iBahn

MELBOURNE'S Langham Hotel has installed a new iBahn internet management system to offer guests a choice of internet service levels and stop "bandwidth hogging".

Celebrity Interview

Celebrity Interview with James Tobin



Travel Daily spoke to Channel Seven personality, James Tobin, who has just been announced as Sabre Pacific's new brand Ambassador. Born on 01 Apr 1980 Tobin started his career on Nickelodeon Australia's Saturday *Nick Television*, before joining the Seven Network and working on *Go Go Stop*, *The Big Arvo*, *Eclipse Music TV*, as well as a contestant on the eighth season of *Dancing with the Stars*. Currently he is a reporter on Sunrise and a weather presenter on Weekend Sunrise.

What is the highlight of your career?

It's hard to put down to one moment...but probably the day I got offered the role on Sunrise.

What is your favourite holiday spot?

I'm not a laze by the pool sort of person. I like to be active and explore a place and become like a local. I love ski holidays and going to new destinations.

What is one of the most exotic destinations you have travelled to?

Visiting Aboriginal communities on Mornington Island in Australia after a personal invitation to go there.

What is one thing you cannot leave home without?

Just recently it has to be my running shoes, because I'm getting back into training. And my GPS unit.

What is the most common item you leave at home?

My phone charger.

Do you have an embarrassing travel story that you can share with us?

Backpacking in Europe and the UK for eight months, I was sleeping in dorm rooms. The most embarrassing thing was getting

changed in mixed rooms and realising I was not alone...

Do you have a travel tip for our readers?

Domestically I use roll on deodorant to avoid pulling out cans at x-ray machines.

What three features do you look for when choosing a hotel?

Comfy bed, close location to city and when travelling on my own a boutique hotel or B&B.

What is your favourite piece of luggage?

My black leather duffel bag. I've had it for almost a decade. It has been mended a few times!

What is one food you would like to see added to an airline menu?

Chicken Parmigiana.

Do you have a favourite childhood travel memory you can share with us?

Going to see my mum's family in Germany and experiencing a white Christmas for the first time was great. Also it took two stopovers to get to Europe then and we used to stay a few days in Asia, so we could explore.



Business Development Executive Brisbane Sales Office

Cathay Pacific Airways is looking for a highly motivated Business Development Executive to join the Brisbane sales team.

The successful candidate will be responsible for identifying and achieving specific revenue targets from retail travel accounts and the VFR market, whilst maintaining valued existing accounts.

The successful candidate will need to demonstrate the following:

- Ability to identify key incremental revenue opportunities
- Proven ability to achieve sales revenue targets.
- Analytical skills that can develop profitable revenue solutions
- Proven problem solving skills including evaluation, analysis, information gathering, interpretation
- Excellent negotiation, presentation and communication skills
- Requires minimal supervision.

What we offer to the successful candidate:

- Competitive salary
- Travel benefits, comprehensive medical insurance, superannuation
- An energetic, focused and collaborative work environment

If you have the above skills and are confident of achieving complete success, please send your resume to:

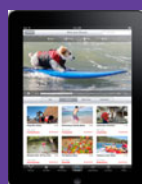
Business Development Manager QLD
Cathay Pacific Airways
400 Queen Street
BRISBANE QLD 4000

or email: howard_field@cathaypacific.com

Applications close 6 April 2011

Please note: Only those applicants who are successful in gaining an interview will be notified.

Win an Apple iPad 2!!



Travel Daily and Sabre Pacific are today giving away a fabulous new Apple iPad 2.

For your chance to win, be the first to email the correct answer to the below question to - sabrecomp@traveldaily.com.au.

How much time can the Sabre Red Workspace potentially save travel consultants per transaction? (CLICK HERE for a clue)

New TG A330-300 seats

THAI Airways International this week took delivery of the first of five revamped A330-300s fitted with 263 new economy seats, each with 9" personal screens.

There's a little kid in all of us!



ABOVE: Gap Adventures recently held a face painting day in its Melbourne office, along with a special "children's party" themed lunch.

The staff had their faces painted in the characters of their choice before filling up on party pies, fairy bread and cocktail frankfurts.

Pictured above spending "just another day at The Outpost" back

row from left are: Erin Shanks and Pete Rawley.

Second back row: Sonia Rode, Steve Ladgrove, Natalie Whiston, Ashlea Crawford and Jolene Brown.

Second front row: Jason Wass, Erika Gerritsen, Danica Jones and Melinda Baxter.

Front row: Shailey Hewlett and Sarah Hladky.



HAMILTON ISLAND
GREAT BARRIER REEF AUSTRALIA

Revenue and Distribution Coordinator

Hamilton Island Enterprises currently has an exciting and challenging Revenue and Distribution Coordinator role available for an experienced and driven Tourism professional. Based within our vibrant and modern Sydney (St Leonards) corporate headquarters you would be responsible for supporting the Revenue Manager by maintaining rates and inventory across all distribution systems including the PMS, online booking engine and the channel manager.

To be considered for this role, your key skills and qualifications will include:

- Previous experience in Hotel or Tourism online distribution
- Advanced user of Microsoft Excel, Outlook and Word
- Qualifications in tourism would be highly desirable
- Knowledge of SMS Host, SynXis or Siteminder would be advantageous

Visit our Careers Website www.hamiltonisland.com.au/careers to apply for this role. Join our Facebook page www.facebook.com/HIEmployment to view pictures and videos, find out all the latest employment information.

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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.

Jetstar has announced the appointment of **Mick Cottrell** as its Manager New Zealand Sales. Cottrell who began the role on 14 Mar will work with JO's NZ and Australia teams to focus on "sales, market development and channel management".

Qantas and Australia Post have named **Stephen Cleary** as the new CEO of their **Star Track Express JV**, taking up the role 01 May.

Chris Lockyer has been named as the new Manager of Client Services for **BCD Travel Australia**.

Shangri-La Hotel, Sydney has named **Nitin Bala** as its new Director of Business Development. The Melbourne based role will see Bala represent the hotel throughout Vic, SA, and WA.

Swiss International Air Lines has announced **Jean-Pierre Tappy** as its new Head of External and Environmental Affairs. Tappy currently works with the airline as its Head of Flight Operations.

Thomas Woldbye has been appointed as the new Chief Executive Officer of **Copenhagen Airports**, effective 01 May.

Pegasus Solutions has named **Marcie Hyder** as its new Chief Financial Officer and executive vice president. **Kevin Housh** is also the company's new Vice President and Controller.

The APT Group has appointed **Erin Kramer** as its new sales support executive for the UK.

Mark Bianchi has been named as the new Senior Vice President of Technical Operations for **Virgin America**.

Vision Hotels and Resorts has appointed **Alex Blake** as the new sales manager for Cairns-based **The Lakes Cairns Resort** and **Paradise Palms Resort and Country Club**. **Kristie Hale** has also been named as sales and marketing assistant for the director of sales & mktg, Darlene Holdsworth.

Kieron Keady has been appointed to head up a new Los Angeles office for **Parker Travel Collection**.

TRAVEL CONSULTANT

Homebush Office



We are looking for an International Travel Consultant who is self-motivated, responsible and holds appropriate qualifications to look after the travel arrangements for Members & Staff of the NSWTCU.

You will be able to competently make reservations, manage clients bookings, receive and make payments and finalise client documentation at the highest level. You require CRS certification, competent in E ticketing, minimum 5 years travel industry experience, demonstrated word processing skills for error free documentation, ability to reconcile client accounts, sound communication and presentation skills.

You will be joining an organisation that has an enormous repeat business, is a major award winner, and frequently achieves top seller status in NSW. We are also a current nominee in the AFTA NTIA awards for 2011.

Please email your resume to:
karenmagee@diplomatravel.com.au

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DRIVE A HIGH PERFORMANCE SALES TEAM

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 in Sales.

THIS IS THE ULTIMATE IN TRAVEL MANAGEMENT

MANAGING DIRECTOR

SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE

This is a rare opportunity for a proven business leader to build on the success of a global Brand driving the business to achieve growth. It requires someone with a passion for the travel industry, strong negotiation & relationship skills and the ability to inspire & lead teams. You'll have a track record of success in delivering profitable outcomes to the business, and be rewarded with an executive salary package with bonuses.

YOU'RE SURE TO SUCCEED WITH A TOP BRAND

REGIONAL SALES & ACCOUNT MANAGER

BRISBANE - SALARY PACKAGE OTE \$115K

This is an exciting role with a leading Corporate agency at a management level. You will be highly experienced in sales and account management with the proven ability to grow and retain your portfolio. You will need strong leadership skills, be a great communicator and have the ability to motivate, drive and develop a team to ensure the performance of the business is strong. With a great brand, you can go a long way.

A GREAT CHALLENGE FOR A HARD HITTER

SALES/PARTNERSHIP MANAGER

SYDNEY – SALARY PACKAGE OTE \$200K+

This is a key new role for a hard-hitting Sales professional with experience in any sector of the travel industry but MUST include high level, high value negotiations for new business, client relationship management and strategic planning. This rare opportunity is available now with a global organization, a prestigious brand, and a highly respected suite of products. An opportunity not to be missed.

WORK AT THE POINTY END OF CORPORATE SALES

CORPORATE SALES MANAGERS

SYDNEY / MELBOURNE – PACKAGES OTE \$100K++

If you have runs on the board and can show us how you have won lucrative new business in the corporate sector this is your chance to join the most prestigious player in the market. By sourcing and building your own pipeline and exercising your superior relationship & sales skills you will shine in an environment that rewards your success. There is great career development plans and additional staff benefits as well.

THIS ALL ADDS UP TO A GREAT ROLE

TRAVEL ACCOUNTANT

MELBOURNE – SALARY PACKAGE \$80k (neg on exp)

Use your strong analytical abilities to secure this role. Working with the Financial Controller your role will primarily be responsible for managing the company finances ensuring forecasted budgets and targets are being met while handling the day to day administrative requirements such as returns, reconciliations, cash flow, audit and compliance, and invoicing and payments.

SENIOR AGENCY NETWORK SALES

**BUSINESS DEVELOPMENT MANAGER (Mat leave contract)
BRISBANE – SALARY PACKAGE \$66K + bonus + Car (OTE \$90k)**

Join this extremely successful organization working within the travel agency market. This initial mat leave contract role will see you formatting and focusing on new sales tactics to build and deliver an increase of sales within the region. With a fairly autonomous responsibility you will be highly motivated, results driven and have the ability to build rapport with your agents. You'll be proud to work with this luxury product.

A LARGE SUCCESSFUL BRAND AWAITS

WHOLESALE TRAVEL SUPERVISOR

MELBOURNE – SALARY PACKAGE \$66k

Manage a group of consultants responsible for ensuring daily KPI's are met with respect to processing bookings and customer satisfaction. You will be able to develop and grow the quality of this department offering support and leadership to your team of consultants. Working closely with the Reservations Manager you will have the ability to offer solutions and implement required changes effectively.

CONTACT OUR EXECUTIVE TEAM FOR THESE AND MANY MORE GREAT ROLES

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 6377

Linda Green
NSW & ACT
Ph: 02 9231 2825

Carmen Pugh
OLD & NT
Ph: 07 3229 9600

Kathryn Heberton
VIC, SA, WA
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