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Travel Daily

First with the news

Thursday 5th May 2011

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Virgin Australia video

SO that the travel industry can see just what's being offered on the new Virgin Australia aircraft (**TD** yesterday), **Travel Daily TV** is today showcasing a video produced at the Sydney launch.

Featuring interviews with John Borghetti and Richard Branson, the video also highlights the exterior and interior of the planes and the buzz surrounding the 'game-changing' new business and economy domestic product.

See it by clicking on the logo at right or go to our new website at



www.traveldaily.com.au/videos.

Carnival to "Aussify" Spirit

CARNIVAL Cruise Lines will significantly modify the onboard offering of its *Carnival Spirit* before the ship is deployed full time in Australia in Oct next year.

At an official launch of the Australian *Spirit* program for 2012/13 in Sydney yesterday, newly appointed Commercial Director Australia, Jennifer Vandekreeke, told **TD** the ship will operate in Australian dollars, have no tipping and adapt its food and entertainment offerings for the local market.

An Australian cruise director, Stu Dunn, has been appointed, and cabins will be fitted with Australian power outlets.

And the 24 hour casino will even feature "Aussies' favourite pokies," Vandekreeke said.

Spirit will target the family market, with a major addition being Australia's first onboard water "thrill slide" and a splash park, while those wanting a bit of peace will enjoy the child-free *Serenity* open deck area.

Carnival Australia ceo Ann Sherry said that while the ship will target the domestic market,

reservation centre hours were also being extended to cater for calls from the US.

"We might get 100 inbound passengers per cruise," she said, with the Australian deployment the first time the brand has had a ship full time outside of the USA.

Carnival Australia's trade brand Complete Cruise Solution will add the Carnival Cruise Lines brand to its portfolio - but only for the *Carnival Spirit* cruises, while CCL's itineraries outside of Australia will continue to be sold via Travel The World, Vandekreeke said.

Travel Daily TV has produced an exclusive video from yesterday's launch, including interviews and *Spirit's* new TV commercial - see traveldaily.com.au/videos.



Seven pages of news

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

- TMS Asia Pacific
- AA Appointments
- Consolidated Travel
- Finnair

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Vale Toni Chambers

ESTEEMED Skal member and owner of Perth Travellers Choice member Broadway Travel, Toni Chambers, lost her long battle with cancer last week.

She was the beloved wife of Bill and mother of three adult children, with her death coming shortly after she turned 60.

Chambers established Broadway Travel in 1983 and grew it to become one of WA's biggest independent agencies.

Theme parks not dampened

SIGNIFICANT wet weather last month didn't put off visitors to Dreamworld and Whitewater World on the Gold Coast, with the park's listed owner Ardent Leisure today confirming a 4.6% increase in Apr revenue.

The company released its results for the nine months to 31 Mar, with an overall 8.4% increase in turnover to \$288.8m.

The Theme Park division, which also includes the Skypoint observation deck on the Gold Coast, recorded EBITDA of \$29.7 million, up 4.8% for the period.

Chairman Neil Balnaves said the result was "particularly pleasing

given unprecedented wet weather and flooding in south-east Queensland and its direct impact on leisure travellers to the Gold Coast."

Primmer restructures

NEWLY appointed Jetset Travelworld retail network head Julie Primmer yesterday announced a revamped organisational structure for the group (**TD** breaking news).

Key changes will see Sandy Osborne appointed as Operations Manager, responsible for franchise contracting and the Network Services Team.

Lynda Wallace will add SA and NT to her current responsibilities as sales manager Vic/Tas, while Rashelle Toms will become Marketing Manager, responsible for all marketing and product distribution.

Chris Phillips is now Commercial Manager but will still be responsible for marketing strategy and cruise development.

More industry appointments on **page six** of today's **TD**.

Qld agent roadshows

TOMORROW night will see the *Queensland on Tour* roadshow roll into Wollongong and Canberra.

The ACT event will take place at The Boat House by the Lake, Grevillea Park in Barton from 5.30pm, while in Wollongong it's on at The Terrace at Dunes Brasserie and Bar in Marina Drive.

50 representatives from Qld's tourism industry will be at each event to discuss the state's recovery efforts.

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New Yarra Valley body

A NEW peak umbrella group for tourism in the Yarra Valley and the Dandenongs will launch this month, under the banner of Yarra Ranges Business & Tourism.

The group will incorporate the three current tourism marketing bodies - Yarra Ranges Regional Marketing, Dandenong Ranges Tourism and Yarra Valley Regional Tourism.

Corporate Consultant

Spencer Travel is an award winning agency in Surry Hills. Due to growth they are looking for an experience full time Corporate Consultant. Sabre and Tramada is preferred. 5 years minimum experience in a corporate environment with fares and ticketing knowledge essential.

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Travel Daily
 on location in
Dubai

Today's issue of **TD** is coming to you from **Arabian Travel Market in Dubai**, courtesy of the **DTCM - Government of Dubai and Emirates**

DUBAILAND is a combination of a sporting/shopping/residential community, and is in the midst of a rapid development.

It's already home to Dubai Outlet Mall (featuring 240 stores) Dubai Sports City (showcasing rugby, cricket, tennis arenas and a golf course), Motorcity (home to the F 1-X Dubai theme park) and the Global Village.

Future projects for Dubailand include Universal Studios, Six Flags and Legoland theme parks - see www.dubailand.ae for info.

Dubai seeking Aussie MICE business

DUBAI Convention Bureau (DCB) is hopeful of luring Australian MICE business to the emirate, but distance and cost are hurdles preventing growth.

Walid Abdulla Marhoon, senior executive sales & convention services for DCB, said Dubai has a number of key selling points that make it an attractive destination to lure Meetings, Incentives, Conferences and Exhibitions.

Dubai's location in the middle of the world, its accessibility, its infrastructure, hotel room count, conference floor space (90,000m²), proximity to the airport (just 10 mins from Dubai Int'l Airport to city hotels) and transportation within the city are all big drawcards, he told **TD** at Arabian Travel Market yesterday.

The Australian Carbon Conference is expected to bring around 700 Aussies to the emirate in Jul later this year.

Australia/NZ Director for Dubai govt's Dept of Tourism & Commerce Marketing, Julie King, said efforts are under way to lure the MICE market to Dubai.

"We have established a strategy this year that focuses on several key segments of which MICE plays an important role.

"In Feb we held a number of events with Emirates and Dubai based partners in addition to strengthening our efforts at AIME to increase awareness and desirability of Dubai as a MICE Destination," King said.

Other activities include MICE fam trips this year, presentations to keyplayers and encouraging MICE buyers to complete the DubaiExperts program (**TD** yest).

King's remarks were backed by Dubai govt's Executive Director, Business Tourism, Hamad Mohammed Bin Mejren who told **TD** Dubai's link with Melbourne as one of the 8-strong BestCities Global Alliance was another key initiative to boost the profile of the MICE sector in Australia.

PCOs/DMCs and event planners considering Dubai for an event can access more info at dcb.ae or can contact the local DTCM office at www.definitelydubai.com.

MH A330 to Osaka

MALAYSIA Airlines will launch its new A330-300 aircraft (**TD** 19 Apr) on the Kuala Lumpur-Osaka route effective 20 May.

The new product is already operating on BNE-KUL.

KE fleet growth

KOREAN Air has announced the purchase of two B777s and five A330s, for delivery 2013-2015.

India update

DFAT has reissued its travel advice for India, after the govt there announced a nationwide security alert following the death of Osama bin Laden this week.



Window Seat

ACCOR'S Sofitel Luxury Hotels brand has debuted its first property in the central Asian republic of Turkmenistan.

The hotel has everything you'd expect - luxury facilities, conference rooms, restaurants and bars and a soaring 12 storey atrium complete with a fountain.

But a really unique feature is the hotel's "negotiation room" which can host 30 delegations at a massive round table - complete with microphones, videoconferencing equipment and interpreting booths.

And just to make sure there's no pecking order during high level talks, the hotel also boasts 14 Presidential Suites.

AIRLINE schedules to the Pacific nation of Samoa may become simpler, with the country reportedly considering switching timezones so it is on the same side of the international date line as Australia.

Currently Samoa is 11 hours behind GMT - compared to Australia's east coast which is 10 hours ahead, creating a fairly confusing 21 hour difference.



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Petty celebrates 30 years with UA

TODAY is quite a milestone for United Airlines sales manager Chris Petty, who has now been with the carrier for thirty years.

Petty joined Pan Am in the UK in 1981 as a reservations agent, and held various roles in sales until 2004 when he came to Australia on assignment.

He liked being down under so much that he ended up moving here, and has been UA's local sales manager since then.

Petty is pictured in the airline's Sydney office this morning during an official presentation from UA director Australia and New Zealand, Alison Espley.



AirAsia X pax rise

MALAYSIAN low cost long haul carrier AirAsia X carried 640,000 passengers in the three months to 31 Mar, up 56.5% year on year.

The expansion came with the addition of six new destinations compared to the same period in 2010: Mumbai, Delhi, Tehran, Seoul, Tokyo and Paris.



Hawaiian Airlines Account Manager - VIC/TAS

World Aviation Systems, GSA for Hawaiian Airlines, requires an energetic, highly motivated Account Manager who enjoys working in a busy environment and has a passion for airlines and Hawaii as a destination to join our Melbourne based sales team.

The successful candidate will be responsible for seeking new business and servicing our preferred retail, wholesale and incentive clients within VIC. The candidate will have the ability to work under pressure to meet and exceed targets and build excellent relationships.

Experience on road in the tourism industry is essential. The role is challenging, and you must be a great presenter, have a professional manner, be passionate about dealing with people and have a can do approach. This is an exciting position.

The successful applicant will have:

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Only successful applicants will be contacted.

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ACT Marque to close

RENDEZVOUS Hospitality has announced the closure of its Marque Hotel Canberra, with the move effective 30 Nov 2011.

The company which owns the property has decided to redevelop the site, with Rendezvous saying bookings will be accepted until that date.

Senior vice president of operations, Geoffrey Johnstone, said staff at the hotel were likely to be placed at other properties in the Rendezvous network.

APT single specials

APT will not charge single travellers a supplement on its 15 day Magnificent Europe river cruise between Amsterdam and Budapest, for bookings by 31 May on the 22 Nov and 06 Dec sailings.

APT is also offering solo deals in its Indochina packages, with a 40% discount on the 19 day Indochina and the Mekong, and half price single supplements on its holidays in Australia and NZ - also for bookings by 31 May.

More info 1300 278 278.

SeaLink \$10 ferry fees

SEALINK Travel Group is offering ferry transfers to/from Kangaroo Island for \$10 one way on sailings before 31 Aug when booked with a car crossing and two nights accom - sealink.com.au.

conTgo CTM JV

MOBILE communications and travel services platform, conTgo, has partnered with Corporate Travel Management (CTM) to power the listed TMC's mobile technology platform.

conTgo's Mobile Travel Assistant (MTA) will provide CTM's Australian and New Zealand operations with an interactive global traveller tracking and emergency communications system.

CTM will launch its own version of MTA in late May following an extensive trial period.

Travelport/Alitalia pact

TRAVELPORT has renewed its full content agreement with Skyteam member Alitalia, offering fares and schedules to Galileo agents in a new multi year deal.

Skal set to tee off

THE Sydney North club of Skal International will hold a special golf day in lieu of its next meeting.

The event will take place on Fri 20 May at Northbridge Golf Club, with a major prize on offer of a Bali holiday including Garuda Indonesia airfares, accom and of course a round of golf.

For more information about sponsorship or attendance contact Scott Thomson of Budget at stthomson@budgetnsw.com.au.

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To find out more about these exciting opportunities please submit your resume to john.purnell@avis.com.au.

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UAE rail network plan

A RAIL link connecting all seven emirates of the UAE is likely to be completed by 2017, according to Dubai Tourism's deputy director, Abdullah Bin Suwaidan.

Arabian Adventures adds private range

EMIRATES Group destination and leisure management division, Arabian Adventures, has this week launched a new collection of bespoke touring options, driven by demand for something out of the ordinary.



Anita Carr, Arabian Adventures business development manager told **TD** at Arabian Travel Market in Dubai yesterday the program delivers on the "wow factor".

Called the Private Luxury Collection, the offering "is for someone who is not concerned about how much the tour costs," Carr said.

"It's a series of different experiences" such as visiting a prominent local family's stables to see how they care for their thoroughbreds, or visiting a camel farm with a local sheikh and learning how to make camel milk chocolate.

There's also Arabic cooking lessons which includes access to a local merchant's house, buying spices from the souks and then cooking and eat the meal.

Other options include private cruises, overnight safaris and breakfasts in the desert.

"The program has been developed for clients who may have travelled to Dubai before and are looking for something a little bit extra," she said.

Arabian Adventures already

operates more than 200 weekly scheduled sightseeing packages.

Australian holidaymakers are expected to take a keen interest in the new program according to Carr, with "Aussies having that willingness to try something adventurous and willing to immerse themselves in the cultural aspect of the destination.

"We're always looking at different products to maximise the experience for the consumer, and we've seen demand increase for tailor-made itineraries, and this series will cater for that demand," Carr said.

Pictured here at ATM *from left* are Julie King, DTCM Australia/NZ director; Anita Carr, Arabian Adventures and Veronica Rainbird, DTCM Aus/NZ manager - trade, training and promotions.

Jumeirah revenue up

LUXURY hotel group Jumeirah has reported rises in occupancy levels over the first four months of 2011 for its Dubai-based properties, with levels sitting at a healthy 85% over the period.

Revenue is up 7% year on year.

Agent ski workshop

SKIMAX is inviting agents to attend upcoming information sessions in Sydney and Brisbane to discover what's on offer for Aussie skiers planning a visit to North America's snowfields.

The Ski USA & Canada Agent Breakfasts will take place at Sydney's Grace Hotel 7.30am on Fri 20 May, while the Brisbane event will be on Fri 27 May.

Prizes will be on offer, with representatives from Whistler Blackcomb, Aspen Snowmass, Vail Resorts, Steamboat, Sun Peaks, Big White, Silver Star, Banff Lake Louise Sunshine, Park City, Marmot Basin, Tourism Whistler and Tourism Jasper attending.

RSVP as soon as possible to jcoros@skimax.com.au.

US meal upgrade

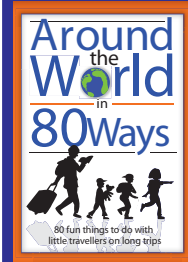
US Airways is changing its Envoy class menu to give passengers the choice of US's signature filet or three other entrees including fish, lamb, chicken and vegetarian.

The airline will also offer fine wines and spirits, artisan breads and a snacking station.

Kirra Maui incentive

KIRRA Holidays is offering agents the chance to win return Air NZ airfares for two to New Zealand plus ten days Maui *Ultima* motorhome hire in a booking incentive running to 30 Jun - details 1800 888 242.

WIN A KIDS TRAVEL BOOK



Travel Daily has teamed up with **Itchee Feet** this week and is giving five lucky readers the chance to win a copy

of the book *Around the World in 80 Ways*.

Around the World in 80 Ways contains 80 fun and inspiring activities to keep children entertained during long trips.

Each activity is designed to nurture little travellers and encourage your child to think about the world around them.

For your chance to win this fantastic kids book today, simply watch the **Itchee Feet** bookmercial by [clicking here](#) and answer the daily question below:

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Congratulations to yesterday's lucky winner, **Kylie Smith** from **MTA Travel**.



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ABOVE: This crack team of ten travel agents all enjoyed a \$100 bonus each courtesy of Helen Wong's Tours.

They're part of the staff at Roslyn Savio's Atour Travel Service in Cherrybrook, NSW, which was drawn as the winner of Helen Wong's \$1000 Coles Myer gift voucher competition.

Helen Wong herself and sales executive Kevin Du presented the vouchers this week - along with the happy news that from today until the end of Aug all agents

who book a group tour via Helen Wong's new website will receive a \$50 Coles Myer voucher with every single booking.

Wong said that as well as a booking facility, brochure order requests and product update, the site provides lots of info on the tour operator's China and Vietnam programs.

Savio is pictured alongside Helen Wong with some of the team: Nora Cary, Frances Mendham, Tania Fusca, Bret Bellchambers, Kylee Knubben and Lucy Biro.

Gallipoli stopovers

CHAT Tours believes it's identified a niche product for Aussies flying to the UK and Europe, with the introduction of Gallipoli stopovers.

MD Tony Brazenell says Chat Tours is the first Australian travel firm to offer such packages in this marketplace.

The stopovers require a two night minimum stopover in Istanbul to allow pax enough time to experience the historical landmark, with the best possible flight options available through Turkish Airlines.

However, with TK not providing direct links to Australia at this stage, passengers also need to connect via Jakarta, Indonesia.

Brazenell told **TD** it was Chat's mission to "break into the psyche of the Australian traveller, and the trade", to consider Gallipoli as a viable pit-stop.

"There's more to Gallipoli than the ANZAC Day commemoration period in April. There's another 51 weeks in the year that people can explore the destination without the crowds, and for a lot less expense," he said.

See www.chattours.com.au.

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Canada



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.

Daryll Page, ex Resurg, has taken on the role of Business Select Manager for the **Jetset Travelworld Network**. Page will report to GM Julie Primmer, taking the role vacated by Oliver Tams last Nov.

Wotif.com has announced the appointment of **Gordon Timm** as its new Chief Financial Officer. He replaces Craig Dawson effective 20 May.

Uniworld Boutique River Cruises has appointed **Rebeka Belcher** as its new sales manager for Western Australia.

Classic International Cruises has appointed its first Business Development Manager in Western Australia. **Pauline Walker** will help promote the cruise line's longest-ever season in Australia next year.

Tahiti Travel Connection has added two highly experienced reservations consultants to its team of Tahiti experts. **Emma Williams** worked with Tahiti Tourisme in its Sydney office and **Cassandra Nee** previously worked at Club Med.

Mark Windsor has been named the new Head of Distribution, Asia Pacific for **Sunsail Australia** a division of TUI Travel PLC.

Gap Adventures' Belinda Ward will take on the role of the company's National Sales Manager for Australia and New Zealand. Ward moves from her previous role as Gap's Global Agency Sales Manager.

Novotel Auckland Airport will open on 27 May with **Paul Columbus** in the role of General Manager.

Hill & Knowlton has announced that **Dawn Barnable** has joined its Passport Marketing team, taking on the Media and Public Relations Manager role for the **Abu Dhabi Tourism Authority** in Australia.

4Corners Hotels and Resorts has been named as the Australian rep for **Sutera Harbour** in Kota Kinabalu, Malaysia. The Resort is made up of two five star hotels, The Pacific Sutera Hotel and The Magellan Sutera Resort.

Hogg Robinson Group (HRG) has promoted **Joana Yap** to the role of Head of Service Quality for its Asia Partner Network. Yap has been a part of HRG since 2007 as Head of Client Services.

Garuda Indonesia has boosted its Sydney sales team with **Michael Goei** and **Nelma Capitaio** appointed to the roles of sales executives for NSW and ACT.

MHF Marketing has been appointed as **Diethelm Events** Malaysia's Australian and New Zealand conference and incentive representative.

The Courtyard by Marriott Bali Nusa Dua has welcomed **Nicolas Reschke** to the role of Director of Sales and Marketing.

Hawaiian Airlines has expanded the role of **Avi Mannis**, appointing him as its vice president of marketing. Mannis now will oversee the airline's brand, loyalty and product development activities as well as its advertising, promotions, direct marketing and online experience.

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Chat Tours is expanding. We need a Sydney-based Sales Executive 4 days a week. There will be a need to travel interstate or intrastate once per month.

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Contiki South America

CONTIKI Holidays is expected to launch an expansion of operations into South America at midnight tonight- see the countdown at contiki.com.au/itscoming.

Life's not BOR(A)ing in Tahiti



ABOVE: The Tahiti TravelMart was enjoyed by 15 wholesale and retail partners of Tahiti Tourism in Australia and New Zealand.

The group enjoyed six days exploring Moorea and Bora Bora enriching themselves in the Tahitian culture and products.

Tourism operators were on hand to speak one on one with the group to offer product knowledge as well as show them around various hotels.

Pictured above about to set out on their private boat from a mooring in Bora Bora are the attendees from the TravelMart.

Australian attendees included

representatives from Elegant Resorts & Villas; Select Vacations; Harveys Choice Holidays; Tahiti Travel Connection; Coral Seas Travel; Flight Centre Global Product; Infinity Holidays; GTA by Travelport; World Travel Group; Qantas Holidays/Orient Pacific; VIVA! Holidays; The Travel Corporation and Pinpoint Travel.

Creative F1 packages

CREATIVE Holidays is offering packages to the Singapore Grand Prix, which takes place 22-26 Sep.

Deals lead in at \$1825 ppts ex Sydney and Melbourne incl return MH economy fares, daily breakfasts, a three day ticket, transfers and four night's accom at the Ibis on Bencoolen.

Be quick - package is only on sale until 08 May - 131 222.

Getaway showdown

TONIGHT'S 30 minute episode of Ch 9's *Getaway* travel show will have a domestic focus, featuring the "ultimate showdown" between Sydney and Melbourne.

In a separate segment the show will also highlight several US holiday options including skiing and a girls' weekend in Las Vegas.

JQ flies CHC workers

JETSTAR will fly two hundred Christchurch emergency workers to the Gold Coast for a Rugby inspired holiday, giving them a break from work helping the city recover from the Feb earthquake.

JQ ceo Australia/NZ David Hall is happy to be able to help out the NZ workers and their families - as well as boosting Qld tourism after its floodings earlier this year.

The airline is also matching customer donations on its website up to \$100,000 until 30 Jun.

WIN A HOLIDAY TO HAWAII

During May, *Travel Daily* is giving one lucky reader and their partner the chance to win a fantastic five-night holiday to Hawaii, courtesy of **Hawai'i Tourism, Hawaiian Airlines and The Waikiki EDITION.**

This amazing prize includes two return economy airfares to Honolulu from Sydney with Hawaiian Airlines, five nights accommodation at The Waikiki EDITION and return airport transfers for two people with Lei Greeting.

Each day *Travel Daily* will ask a Hawaii-related question – just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Hawaii holiday.

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



Q.4: What is the name of the School of Hawai'i?

Hint! Visit www.hawaiitourism.com.au/traveltrade

Click here for more information



TCF additions

TRAVEL agencies continue to open across the country, with the Travel Compensation Fund admitting eight new head office and three branch locations over the last two weeks of Apr.

Additions include Solve Travel Management in Roseville NSW, along with Global Explorer Pty Ltd based in Southport Qld.

Other NSW additions include AUSA Travel in Rhodes and World Links Travel Tours Cruise Agency in Pendle Hill, while new Vic agents include Terminalone based in Sydenham.

One of the new branches is an office of the intriguingly named Travel Schmo in the Pines Shopping Centre, Elanora in Qld.

AA video streaming

AMERICAN Airlines is set to launch the next generation of inflight entertainment, with a trial of "streaming video" directly to personal wi-fi enabled devices.

The system is currently being trialled on two 767-200s, with content on offer including movies and TV shows from an onboard library.

Virgin Galactic latest

A TEST flight by the Virgin Galactic suborbital spacecraft overnight saw a demonstration of its unique 'feather' configuration, which sees it rotate the tail section upwards by 65° in order to slow its re-entry into the earth's atmosphere.

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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Adelaide & Perth – 02 9231 6444 – sajobs@tmsap.com, wajobs@tmsap.com
Executive Positions – 02 9231 6444 – sally@tmsap.com

Temp or Contract Executive – **Alex and Sharon**
– **Sally Frape**

JOB OF THE WEEK!

Travel Manager – Retail Agency, PER

- Successful Team Leader or Manager would suit
- Busy retail and corporate travel office, central Perth
- Manage a dedicated team of 3 staff

Be the boss, and bring your knowledge and coaching skills to a busy and successful agency based in Perth CBD. This retail agency has pride of place near the Mall, and has operated very successfully under an affiliate agency chain. With repeat local corporate business and an increasing cruise business, this little gem of a cruise agency needs a captain! As they say great things come in small packages, you will manage an office of 3 consultants and an administrator. We are keen on seeing your details if you have had experience running a retail outlet or been a hands on team leader for a known retail brand. Min 3 years as TL or Manager pref. Qualified Sabre/Tramada candidates.

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



International Consultant – Global Travel Centre, SYD

- International and Round the World fares
- Great off street retail location in unique modern office
- Superb incentives in place including paid lunches!

Truly one of the worlds global travel leaders with almost 30 offices worldwide. With its expanding Australian operation, our client is on the hunt for trailblazing international rock-star consultants with a history of showing the money! Fun team, great professional environment with full training and support. Working closely with Supervisors and team General Manager, you will be concentrating on being a super sales consultant as all the other stuff is left to the admin team, no ticketing required, pure sales role!!! So if you have at least two years under your belt as an international consultant and reckon you can handle US, Europe or Asia fares, show us what you've got as boy do we have a role for you. Qualified Galileo applicants.

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

Team Leader - Corporate Travel, SYD

- Corporate and High End Leisure
- Buzzing Eastern Suburbs location
- Manage team of experienced VIP consultants

Our client, an Award Winning boutique corporate and high end leisure travel company is currently seeking an experienced Team Leader to join their Management Team. You will manage day to day operations of the department, maintain consistent levels of performance within the team to improve individual and team performance, lead the team by example and develop team business plans that have action items to improve performance, reduce errors and costs. You will need experience in managing a team in corporate travel or leisure travel, with a hands on attitude.

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

Product Manager - Wholesale Travel, SYD

- Leading Travel Wholesaler
- Great career opportunities
- Company big on work/life balance

Our client a successful Travel Wholesaler is looking for an experienced Product Manager to join their team. This role will see you being responsible for overall product portfolio management including supplier contracting, negotiation, sourcing marketing funding, development of brochures, flyers and other sales collateral and new product development. You will need a thorough knowledge of the travel industry, preferably within Wholesale, strong supplier relationship management skills, knowledge of Calypso and good understanding of marketing and promotions.

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

Office Manager - Corporate Travel, SYD

- Boutique Corporate Travel Company
- Glamorous Sydney location
- Managing a Team of 10

Our client a leading Corporate Travel Management Company, is currently doing some internal restructure and are therefore looking for an experienced Office Manager. You will be responsible for the day to day running of this successful business. You will also get involved with the sales team and assist with Corporate Account Management new sales opportunities. You must have management experience in corporate or retail travel or have experience as a Corporate Travel Account Manager. This is a very hands on role, that would suit an experienced Corporate Travel or Leisure Travel Team Leader / Manager who is looking to work for a company who are offering a great role with a lot of flexibility. They are flexible with working hours and will also give you the ability to work from home if occasionally required.

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

National Business Manager – Tourism, SYD

- Network of tourism and information services
- Transformational Business Leader role
- Negotiable salary package for right candidate

A network of leading information and tourist services company, our client is seeking a National Business Manager to assist with their rapid growth plans. This is predominantly a business development role, but so much more! This company is a joint venture by some of the industry's great visionaries, and aims to provide a one stop service to travelers both domestic and international. Reporting to the Joint Directors, this role will assist in procuring relationships with tourism products, attractions and vendors such as accommodation, travel and touring. Open for a dynamic, hands on and experienced sales professional with a mix of marketing, e-commerce and tourism flair. This role has it all! For a confidential discussion.

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



Quality recruitment for the travel and hospitality industries in Asia Pacific





LET THE TEAM AT AA INTRODUCE YOU TO YOUR NEXT EXECUTIVE ROLE

USE YOUR EXPERT KNOWLEDGE IN TECHNOLOGY BUSINESS SOLUTIONS MANAGER SYDNEY – SALARY PACKAGE TO \$100K

Throw yourself in to an exciting career with a leading global organization. If you are skilled in travel technology, project management and leading a team you'll love achieving outcomes that will benefit your clients. It is essential that you have strong, professional business communication skills and be capable of managing multiple stakeholder relationships both internal and external. A fascinating role for a motivated person.

CLOSE THE DEAL

CORPORATE SALES MANAGER
SYDNEY & MELBOURNE – SALARY PACKAGE OTE \$100K+
If you have a strong track record in corporate sales, creating pipelines and winning new business, you could be doing it with one of the leading names in corporate travel – a company that will show you a clear career path and invest in developing your skills to achieve greater success. This company provides an industry-leading salary package, car allowance, and additional staff benefits.

TEACH YOUR TEAM HOW TO MAXIMISE SALES TEAM LEADER SALES & PRODUCT SYDNEY – SALARY PACKAGE TO \$70K + INCENTIVES

In this exciting new leadership role you will have a direct impact on the continued growth of this leisure travel agency. Your background in travel will include managing large teams and working to achieve sales targets. The focus is to improve the sales skills and product knowledge of your team and you will be rewarded with a great base salary plus incentives. This is your chance to make a real difference to this great business.

HEAD UP THIS NATIONAL TEAM NATIONAL BUSINESS MANAGER

MELBOURNE – SALARY PACKAGE NEG ON EXPERIENCE
With your extensive skills in Account Management this is your chance to step up in to a senior management level role. Overseeing the national account management team your role will be to lead & develop staff along with managing your own portfolio of top tier clients. Your abilities in strategic account management, relationship development and revenue optimization will allow you to shine in this new role.

MORE THAN JUST YOUR AVERAGE PRODUCT ROLE PRODUCT MANAGER SYDNEY – SALARY PACKAGE NEG ON EXPERIENCE

This exciting and rare Product management role is available now for someone with great experience in wholesale product contracting, supplier relationship management, pricing and strong first-hand knowledge of Asia. You'll be joining a well established and dynamic organization offering great variety, a fantastic leadership group, exciting travel benefits and ongoing career opportunities, all within a fun office environment.

WORK/LIFE BALANCE – YOU CAN HAVE IT ALL INDUSTRY SALES & ACCOUNT MANAGER SYDNEY – SALARY PACKAGE TO \$70K

Everybody yearns for an Industry Sales role but often struggles with the extended hours, constant travel and time away from home & family. This unique new role is ready now for someone with on-the-road sales experience who wants to maintain their strong industry relationships and represent a great travel product, but not give their life away at the same time. You CAN have work/life balance in sales – apply now.

RECIPE FOR SUCCESS

SALES MANAGER – LEISURE PRODUCT
PERTH – SALARY PACKAGE TO \$55k + CAR + Bonus

This company is looking for their Vital Ingredient - YOU! This successful leisure product is building a bigger and better wholesale product year after year and their name is something you should be a part of. Our client is seeking an experienced on the road sales manager who has the ability to focus and deliver the goods! You will have the gift of the gab in selling skills and experience in running your call cycle.

THE DOOR WILL ALWAYS BE OPEN FOR YOU BUSINESS DEVELOPMENT MANAGER SYDNEY – SALARY PACKAGE TO \$60K + BENEFITS

As the BDM for this travel wholesaler everyone will want to see you. If you have previously worked on the road in Sales, have great knowledge of Asia and have great industry relationships, this position will allow you to drive sales from your territory, implement fun incentives, take amazing educational trips away, and work within a fun national team that is passionate about their product.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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OLD & NT
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Kathryn Heberton
VIC, SA, WA
Ph: 03 9670 2577





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

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 Route operated by Garuda Indonesia
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 2 x return tickets to JKT/DPS
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 1 x return ticket to JKT/DPS

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CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quickticket between 15 April – 13 May 2011 on 100% GA itineraries ex Australia plated to GA (126) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Garuda Indonesia reserve the right to alter or cancel the promotion any time. Ticket (do not include surcharges or taxes) must be used during low season & via JKT in one direction (travel must be completed by 30 September 2011) for this promotion and winners will be notified at the completion of the promotion. Consolidated Travel Group ABN 60 004 692 791. Date of issue 31 March 2011.

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Book your clients on Finnair flights to Europe and receive special benefits at Design Hotels™ in Helsinki, London, Rome, Paris, Singapore and Hong Kong.

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Terms and Conditions - *Valid for Sales & Ticketing from 1 to 31 May 2011. Taxes and fuel surcharges are not included and are as per GDS. Taxes vary depending on airlines/code shares fuel surcharges and stopovers/transfer option.

Seasonal destinations subject to change. Winning agency will be announced on Friday 17 June 2011.

**Participating hotels are Klaus K, Helsinki; Kube Hotel Paris, Murano Resort and Hotel Bel-Ami, Paris; Town Hall Hotel, London; Leon's Place Hotel, Rome; New Majestic Hotel and Klapsons, The Boutique Hotel, Singapore and The Mira Hong Kong.

Rates and benefits only available in conjunction with AY booking and valid until 31 December 2011.

GDS code : DS / Rate code : FIN