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Travel Daily

First with the news

Thursday 26th May 2011

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ISSN 1834-3058

Oaks cancels meeting

A **PLANNED** showdown at Oaks Hotels and Resorts will now not take place, after the company yesterday announced the cancellation of a planned General Meeting scheduled for tomorrow.

Former md and founder Brett Pointon called for the meeting with the aim of unseating the current board, but it's now not necessary because of the expected success of the Minor International takeover.

Five of the current directors resigned at 9am this morning, with Dillip Rajakarier and Stephen Chojnaki appointed instead.

SIA's new 'no frills' airline

SINGAPORE Airlines says it remains fully committed to the growth of its full service airline, despite last night announcing the creation of a new "no-frills, low-fare" offshoot to operate widebody planes on medium/long haul routes (**TD** breaking news).

CEO Goh Choon Phong said the move followed extensive review and analysis, and would "enable the SIA Group to serve a largely untapped new market."

"As we have observed on short-haul routes within Asia, low-fare airlines help stimulate demand for travel, and we expect this will also prove true for longer flights," he said.

The new subsidiary will be fully owned by Singapore Airlines - in contrast to its part-ownership of

LCC Tiger Airways - but will be independently managed.

"This will provide another growth opportunity for the SIA Group," he said.

Further details, including the new operation's branding, products, routes and management team will be announced "in due course," he said.

The move sees SIA move into the territory currently occupied by Jetstar's long haul operations, which include a base at Singapore Changi Airport.

AirAsia founder Tony Fernandes, who also presides over low cost long-haul airline AirAsia X, said he wasn't concerned.

"Not worried. They should be worried. Their P&L are going to hurt. Business should stick to what they know best," he tweeted shortly after the SQ move was revealed.

MEANWHILE Singapore Airlines and Air NZ will boost their trans Tasman codeshare pact, with the SQ code set to appear on flights from SYD to CHC and WLG, AKL to ADL, and BNE to AKL, CHC and WLG from Oct this year.

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Seven pages of news

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

- TMS Asia Pacific
- AA Appointments
- Expedia
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Travel Daily

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Thursday 26th May 2011

The Middle East's

- Leading Airline
- Leading Airline First Class
- Leading Airline Inflight Entertainment
- Leading Cabin Staff



2011 World Travel Awards



Strategic on Sabre

STRATEGIC Airlines has signed a distribution deal with Sabre Travel Network, giving Sabre Connected agents access to its full range of fares, inventory and schedules.

Recently, Strategic Airlines has also announced GDS agreements with Travelport and Amadeus.

Hitch for Virgin/Delta pact?

AN OVERSIGHT in failing to inform all 'active parties' about progress in the planned alliance between the Virgin Blue Group and Delta Air Lines threatens to delay the final determination.

In documents revealed in America overnight, the US Dept of Transportation has been forced to extend the comment period for the proposed trans-Pacific pact to allow a man named Hubert Horan to state his case.

The DoT is permitting Horan the opportunity to respond to the Show Cause Order after he complained about not receiving "proper notices of DoT orders and filings".

Horan had previously suggested that the DoT should reject the alliance as it failed to accept DJ/DL's benefit claims at face value and imposed a "benefits standard that was different from those used in other immunity cases".

He also queried methodological accuracy of an economic study, the US regulator said.

Horan has now questioned the DoT on why the public had 18 months to comment on the

original Virgin/Delta tie-up, along with an eight month period to comment on its original intention to deny the alliance, only to turn around and provide parties with just two weeks "for comments on its decision about a substantially different application."

He said he was concerned by the precedent that may be established by the process.

"The decision criteria used were substantially different from those used in prior antitrust immunity cases, but the new Show Cause Order failed to address any of the objections raised about its wildly inconsistent criteria," Horan said.

He also questioned if the "substantive changes in the applications had affected these inconsistencies."

The DoT admitted inadvertently omitting Horan from the service list and extended the comment period from 24 May until 02 Jun.

Magellan adds 5 more

TRANS-OTWAY Travel & Jetset Barrenjoey with their combined five retail agencies are the latest members to align with the Magellan Travel Group.

Trans-Otway is one of Victoria's longest operating travel firms and has branches in Geelong West, Corio and Ballarat, while Jetset Barrenjoey (which is rebranding as Travel View) has two high-end leisure agencies in Avalon Beach and Mona Vale in NSW.

The new members will see Magellan's network expand to 58 effective 01 Jun 2011.

Qantas facing strikes

QANTAS international pilots have flagged taking their first industrial action in more than 44 years, with their union planning a ballot on strikes of up to 2 days.

The pilots say they're concerned about possible moves by Qantas to set up overseas subsidiaries.

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Inspiring intro savings

THE Travel Corporation's latest brand, Inspiring Journeys, is offering special introductory savings of up to \$1,060 per couple on select tours when booked before 30 Jun - for info see inspiringjourneys.com.au.

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NEW! China Southern Industry rates to Vancouver* - Sales to 15Jun11.

From **\$219*** pp return plus taxes.

*Conditions Apply. Restricted Flights.

CLICK HERE for further details

Travel Daily
 on location on board
Virgin Australia
Coast to Coast

Today's issue of **TD** is coming to you from the **Business Class Cabin of Virgin Australia's inaugural A330 flight.**

VIRGIN Australia has today launched a new option for premium travellers across Australia, with its long awaited business class A330 cabin debuting on the inaugural "Coast to Coast" service this morning.

The 27 seats up the front offer a 'generous recline' and a 62" pitch, with onboard meals created by DJ's celebrity chef Luke Mangan.

This morning's flight departed on time shortly after 8am, with guests set to enjoy 'hearty' options for breakfast and a full three course meal for lunch.

All meals are complemented with premium Australian wines, beers and spirits, plus "barista-style" coffee on board.

And for a limited time personal limousine transfers in Sydney are on offer for business class guests.

TTF warns on tourism imbalance

LOBBY group TTF Australia is urging drastic measures to address a forecast growing imbalance between inbound and outbound tourism in Australia.

Responding to half yearly Tourism Forecasting Committee figures released today reflecting the strong A\$, TTF ceo John Lee said unless immediate action is taken "the livelihoods of thousands of Australians will be put at risk and tourism businesses across the country will be forced to close".

TTF is urging that the Passenger Movement Charge be removed -

but only for international visitors arriving in Australia, and also wants the removal of GST from the accommodation component of inbound leisure packages.

The group also wants Tourism Australia's funding boosted for both inbound and domestic marketing, and lower barriers for international students and working holiday makers, such as cheaper visas and shorter processing times.

Albatross renamed

ALBATROSS Travel this morning announced that it will rename its business as Albatross Tours, effective from next Wed 01 Jun.

The move comes 16 years after Albatross was established here as the Australian and NZ division of the Albatross Travel Group which also operates in the UK and the USA as a trade-only wholesaler.

MD Euan Landsborough said the change reflected the company's status as a fully licensed tour operator.

CNS int'l arrivals soar

OVERSEAS arrivals into Cairns have spiked 22.9% year-on-year for the 10 months to Apr 2011, to 510,717 movements, Auckland International Airport Limited announced today.

Mundy reappointed

DR WARREN Mundy was reappointed to the Board of Airservices Australia for a further three years by the Gillard Govt yesterday, where he will continue as Deputy Chair.

For more of the latest **Industry Appointments** see page six.

Window Seat

THERE was standing room only - literally - at the opening of a new roller coaster at the Six Flags Great Adventure theme park in New Jersey, USA last weekend.

The new Green Lantern ride is unique in that it has no seats - passengers instead remain standing throughout the ride which reaches speeds of more than 100km/h.

It also has five "inversions," with park president John Fitzgerald saying the ride "delivers the incomparable adrenaline rush of standing up while upside down".

LAS Vegas may end up with duelling giant ferris wheels, with two firms announcing plans for observation wheels in the glittering casino city.

One of the projects is a 500 foot tall "London Eye"-type wheel called *SkyVue* near the Mandalay Bay resort, while the other is the so-called "Project Linq" from Caesars.

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Qantas/Viva! Hols rocking on



SYDNEY travel consultants last night braved a wet and windy night to attend the Qantas Holidays/Viva! Holidays brochure launch at the Pump House hotel in Darling Harbour.

They were greeted by the new look sales team, and treated to lots of goodies as they had a special "passport" stamped while learning about a range of destinations including Sabah, the Philippines, Fiji and the Gold Coast courtesy of supporting suppliers present.

A coveted grand prize of a \$1000 voucher at the trendy new



ZARA store in Sydney was up for grabs, and attendees also got to really take in the product range - in the form of cupcakes (above) which were decorated with images of the brochures.

Pictured above are Darren "AC/DC" Evans and Kellie "Bon Jovi" Koutoullas channelling their inner rockers to remind agents that QH is now selling Rock of Ages.

Lots more pics from the night at traveldaily.com.au/photos.

are you a battery hen or a free-range chicken?

Tired of working on a production line laying standard size eggs? It's time to escape from the factory and come to a place where personality and people skills are appreciated as much as yield!

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NYC&Co Lower Manhattan int'l focus

NEW York City yesterday outlined details of a global campaign designed to promote Lower Manhattan to visitors.

Called 'Get More NYC: Lower Manhattan', it will illustrate the recovery and revitalisation of New York in the wake of 9/11 and will begin on 01 Jun.

The campaign will be a social media initiative, a first for a US destination, and will reach int'l markets via customised, language-specific Facebook and Twitter feeds in Australia and eight other overseas countries.

It will encourage visitors to stay in Lower Manhattan's hotels, eat in its restaurants, shop in its stores and experience all the neighbourhood has to offer.

It will include new travel itineraries, consumer hotel offers promoting weekend stays with a Downtown Culture Pass, 20% off offers at shops, restaurants,

attractions & cultural institutions.

George Fertitta, CEO of NYC & Company said at Pow Wow in San Francisco that in just over 100 days from now, New York City will become the focus of global attention with the 10th anniversary of September 11, the opening of the 9/11 Memorial, and a revitalisation of the area.

A key part of the campaign is a new welcome program at JFK Int'l Airport's soon to open Terminal 4 with colourful posters showing imagery of the city.

A new website has been set up to provide visitors with info at www.nycgo.com/getmorenyc.

YVR \$219 industry fare

BREAKAWAY Travel has an industry fare with China Southern Airlines to Vancouver ex SYD/BNE and MEL priced from \$219 plus taxes on 20, 22 and 24 Jun.

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PLEASE NOTE: Applications will not be accepted via recruitment agencies before the closing date.

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WATERWAYS

WIN TICKETS TO SEE "JERSEY BOYS"

Congratulations to **Melissa Pointon** from **Concierge BT** who was yesterday's lucky winner.

Travel Daily has teamed up with **Qantas Holidays** this week and is giving five lucky travel consultants the chance to win a double pass to see "JERSEY BOYS" in Sydney.

JERSEY BOYS, the story of Frankie Valli and the Four Seasons is now playing at the Theatre Royal, Sydney until 2 October 2011. Book your Qantas Holidays package today! For your chance to win a double pass to JERSEY BOYS, simply be the first retail consultant to send in the correct answer to the daily question below to: jerseyboys@traveldaily.com.au

JERSEY BOYS Sydney season has been extended and is now running until what date?

Have we got a story for you!

JERSEY BOYS

The story of Frankie Valli & The Four Seasons



Click here for Terms & conditions



ANA getting Peach-y

ALL Nippon Airways this week revealed the name of its low cost subsidiary will be Peach Aviation.

The airline is backed by Hong Kong-based equity firm, First Eastern Investment, and plans to commence operations using A320s from its Osaka Kansai hub early next year.

Cale's info office open

NEW Caledonia Tourism and The Association for Nautical Activities and Tourism has opened an office and information counter for travellers to learn about the French Territory's nautical activities in Noumea.

Information from La Maison du Lagon can also be accessed online at maisondulagon.nc.

CCC whale watching

CAPTAIN Cook Cruises has reintroduced its whale watching cruises from now until 11 Dec, with four daily departures, priced from \$75/adult and \$39/child.

CCC also offers a 'whale guarantee' that if a whale is not spotted during the cruise pax can cruise again for free.

Adagio acquisition

ACCOR's long-stay apartment brand Adagio has taken full ownership of Citea group's 49 hotels, making it the largest unit operator in Europe with a total of 84 apartment hotels.

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NORFOLK AIR

Rail Plus Euro bundles

RAIL Plus is now offering pre-purchased sightseeing transport and travel passes in London and Paris at discounted prices.

The 'London-bundle' includes either the Oyster Card or London Travelcard with the Hop-on Hop-off Bus Pass, priced from \$76 for a three-day travelcard.

The 'Paris-bundle' incl a Metro Card and the Paris Museum Pass, and is priced from \$89 for a 3-day metro/2-day museum pass.

JTG director change

GARETH Evans this morning resigned from the board of Jetset Travelworld Group, and will be replaced by Adrian John, Qantas Executive Manager of Mergers.

Chat cruise discounts

CHAT Tours is offering discounts of between 25% and 50% on a number of cruises sailing in 2011 when booked by 30 Jun - for more info phone 1800 22 22 32.



Air Tahiti Nui Business Development Manager - Australia

Air Tahiti Nui, requires an energetic, highly motivated Business Development Manager who has a passion for airlines and Tahiti as a destination. The role will be appointed in Sydney located in our GSA Head Office, Sydney CBD.

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

Proven revenue generation and sales experience (Minimum 5 years' experience) is essential. Existing key Retail/Wholesale relationships is highly regarded. 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:

- Proven revenue generation and sales experience. (Minimum 5 years' experience)
- Relationship management experience within the Travel Industry and experience in decision making and planning (preferred)
- Understanding of airline systems (plus GDS) (preferred)
- Experience in a sales or product development role in a Tour Operator/Wholesale environment
- Excellent presentation skills
- Excellent communication skills
- The discipline to work alone in a sole charge environment
- High analytical and numerical skills
- Hold a valid driver's license

Apply by email to andrew.denman@worldaviation.com.au no later than COB 6th June. Please include CV and application letter. You must be a Permanent Resident or Australian Citizen to be considered for this role.

Only successful applicants will be contacted.

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Celebrate Travel Daily's new website by entering to WIN a trip for two to Abu Dhabi

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Grand CHC pull down

THE 26-storey Hotel Grand Chancellor in earthquake ravaged Christchurch will be pulled down within a year, the New Zealand government said yesterday.

The structure, Christchurch's tallest tower, will be demolished one floor at a time, a project expected to take about 10 months to complete.

Qld recovery seminars

THE Tourism Australia/Tourism Queensland funded workshops (TD yesterday) are to also be hosted for tourism businesses in Brisbane, Bundaberg, Gold Coast, Capricorn Coast, Whitsundays, Townsville and other regions.

See the Tourism Capacity Program by clicking [here](#).

Enterprise opens more

ENTERPRISE-Rent-A-Car has expanded its branches in the UK to support growth with a depot opening at Newcastle Airport.

Backroads bargain

FLIGHT Centre owned Back-Roads Touring is offering a 10% discount on all its 'Battlefields by Back-Roads' small group tours of the French & Belgian battlefields in Jun - phone 1300 100 410.



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.

Fairfax has named **Kirsty Shaw** as the General Manager for The Stayz Group - a holiday rental division that operates the sites; Stayz.com.au, rentahome.com.au and TakeABreak.com.au.

Ink Publicity has been appointed as PR representative for the Melbourne based small groups tour company, **Picnics in Provence**.

Anantara Hotels, Resorts and Spas has expanded its sales force for its Australian office by appointing **Masstige Moments** as its GSA. Masstige Moments is run by directors, Juanita von Stieglitz, based in Sydney and Margi Jansma, in Perth.

Susan Sullivan will be leaving the **Mantra Group** after two and a half years to return to full time consulting, effective 10 Jun. She will be temporarily replaced by Naomi McNamara.

Gareth Thomas has returned to **Seashells Hospitality Group** as its Group General Manager after spending 10 months at the National Lifestyle Villages as General Manager - Village Services.

MG Media Communications has been awarded the public relations role in Australia and New Zealand for **China Southern Airlines**.

Natalie Dean has taken on the role of sales executive for the **Rydges Plaza, Rydges Esplanade Resort** and **Rydges Tradewinds** in Cairns. Dean will support Debra Irvine's sales and marketing efforts at the three Cairns resorts.

Simon Cooper has been appointed as **Marriott International's** Managing Director for the Asia Pacific. Coopers role will be to managing the operating performance and growth of the regions 130 properties and 70 hotels under The Ritz-Carlton, JQ Marriott, Marriott, Renaissance, Courtyard and Marriott Executive Apartments brands.

Mark Righton has been announced as the new Country Manager in new Zealand for **Hertz**, effective immediately.



TOURISM NT
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TRADE ENGAGEMENT EXECUTIVE

Tourism NT, SYDNEY
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Temporary vacancy for 12 months

Tourism NT is seeking a **Trade Engagement Executive** for 12 months (maternity leave vacancy), based in Sydney.

Reporting to the Manager Trade Engagement, the successful candidate will possess a positive & proactive approach; excellent communication skills; strong organisational skills & attention to detail; and a demonstrated understanding of the tourism industry.

The Trade Engagement Executive will be responsible for providing key services to Tourism NT's national product and distribution (trade) partners whilst building the destination's appeal through the planning and delivery of familiarisations, trade events and supporting the unit's marketing programs.

Please quote Position No. 15837.

POSITION CLOSES: COB FRIDAY 27 MAY 2011.

For further information and a detailed position description, please visit www.tourismnt.com.au or contact HR on (08) 8951 8495. To apply, please reply to recruitmentdarwinteam1.dbe@nt.gov.au, quoting position number 15837, and addressing the selection criteria, no later than 27 May 2011.

Tourism NT is aiming for an inclusive and diverse workforce. All equal employment opportunity (EEO) groups are encouraged to apply.

NT10832

Thursday 26th May 2011

Dinner at Wimbledon

WIMBLEDON Lawn Tennis Museum will introduce a new Sony 3D cinema for patrons to experience during tours from Sep.

Commercial mgr Ashley Jones told **TD** last week the Museum's CentreCourt360 viewing platform was gaining in popularity, and can also be used as a private dinner function for up to 10 people.

The semi-permanent deck straddles a number of seating rows, allowing users to sample the atmosphere of centre court.

WLTM opened five years ago and receives around 75,000 visitors per annum, with Australia now its 3rd most popular market behind domestic and US visitors.

Last year the tennis attraction saw a 10% growth in patrons.

Jones told **Travel Daily** agents should consider pre-booking their clients on the Wimbledon Lawn Tennis Museum tour before they arrive in London as tickets can be hard to get.

Tickets are sold online for tour groups of 40 people, and should be done three days in advance in winter and at least a week during peak summer periods, he said.

See www.wimbledon.com.

Call for nominations

TOURISM businesses in Victoria are being encouraged by the Victorian Tourism Industry Council to enter this year's RACV Victorian Tourism Awards.

There are 23 business and three individual categories in 2011.

Submissions are required by Fri 12 Aug for businesses and Fri 23 Sep for individuals - details at victoriantourismawards.com.au.

Dixon off with Ferries

FORMER Qantas chief executive officer Geoff Dixon is one of a handful of business executives in a group plotting to take over Sydney Ferries.

Dubbed Global Aviation Asset Management, *News Limited* says the group includes businessman John Singleton who this week said Dixon would be the best person suited to running the transport division.

Hahn Air College

HAHN Air has launched a new online learning tool offering travel agents an easy way to learn about the products and services available on www.hahnair.com.

Agents are guided through the chapters and interactive manuals of Hahn Air College by ticketing agent Martin, who highlights the advantages of registering on the site and using e-tickets.

Business Development Manager



Business Development Manager needed for YHA Ltd, based in Sydney, to grow new business with groups and inbound partners, and for account managing existing business. Relevant business or marketing tertiary qualification, 3 years experience and strong relationship management/marketing skills essential. Passion for budget travel an advantage. Must be able to work independently, multi-task and develop/implement business plans/strategy. Some travel in ACT, NSW, QLD + out of hours work.

For more info/to apply, visit
<http://www.yha.com.au/about/jobs-at-yha/>

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.19: How often do Hawai'i Tourism send out the Travel Trade E-Newsletter?

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

Click here for more information & to view each of the daily questions



PHG Shanghai signing

PREFERRED Hotel Group has added the 86 suite Hotel Pravo in Shanghai, China to its Preferred Boutique collection of properties.

flyDubai to Ukraine

MIDDLE Eastern low cost carrier flyDubai will commence services to the Ukraine from Sep, announcing yesterday that it would launch routes from Dubai to Kiev, Donetsk and Kharkov.

Choice date change

CHOICE Hotels Australasia advises that its one free night's accom deal (**TD** Tue) is now valid for stays between 01 Jul and 15 Sep 2011, if booked by 11 Aug.

Creative HKG package

CREATIVE Holidays has a Hong Kong Summer Spectacular deal that takes in summer festivities on sale until the end of May.

The four-night deal, including Virgin Atlantic flights, accom at the Harbour Plaza North Point and transfers is priced from \$1,259ppts - phone 13 12 22.

Malaysia in Melbourne

TOURISM Malaysia will hold the Melbourne leg of its 2011 Roadshow at Red Spice Road from 5:30pm on Wed 29 Jun.

The event will include a group of Malaysian sellers, airlines, hoteliers and a dinner.

A function is also being planned for Sydney with details to follow.

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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Give your career a boost with TMS



Hot Jobs (Australia) - May 2011

Sydney – 02 9231 6444 – nswjobs@tmsap.com
Melbourne – 03 9602 1809 – vicjobs@tmsap.com
Brisbane – 07 3221 9916 – qldjobs@tmsap.com

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

Temp or Contract Executive – Alex and Sharon
– Sally Frape

JOB OF THE WEEK!

Corporate Travel Team Manager - Brisbane

- Global Corporate Travel Brand
- Senior role managing team of 20
- Mon - Fri operation CBD operation

Our client is an international corporate travel brand well known for handling large corporate companies across Australia and the globe. We are seeking someone who understands a team environment and how to lead within a team for their busy corporate client division based in Brisbane. These guys are the best of the best, and manage many hundreds of millions in travel transactions every year. Sabre GDS knowledge required with min 3 yrs TL exp.



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

Contact Fujio Shibata T: 02 9231 6444 E: fujio@tmsap.com or apply online now!

Domestic Corporate Travel Consultant – Lower North Shore Sydney

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

This is a role responsible for providing end to end domestic travel management for corporations. This is a great opportunity for an experienced retail consultant. To be considered for this role you must be experienced in retail/corporate travel, knowledge of a GDS system and back office. If you have strong customer service skills this is the role for you.

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

International Travel Consultants – Brisbane City and Melbourne City

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

This is a role responsible for providing end to end domestic and international travel management. This is a great opportunity for an experienced retail or domestic travel consultant. To be considered for this role you must be experienced in retail/corporate travel, knowledge of a GDS system and back office. If you have strong customer service skills this is the role for you.

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

Corporate Team Leader – Brisbane City

- Large travel company with fantastic rewards and recognition
- Corporate and High end leisure
- Great earning potential

This company has a wide portfolio of clients including top blue-chip corporations and major global brand names. You will be responsible for mentoring and supporting international corporate consultants and manage the day-to-day business operational activities. You will need to have proven sales experience, excellent leadership qualities, strong work ethic, be confident and highly motivational.

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

Retail Travel Consultant - Sydney

- Solid base + commission + super
- Fun team, great working environment

This successful and well established travel company is looking for experienced travel consultants who can contribute to their growth. To be considered for the role you must have experience in retail travel, knowledge of a GDS system, ability to work towards sales targets in a busy team environment and extraordinary customer service skills. You will be rewarded with a generous base salary, commission as well as exclusive families and incentives.

Contact Stacy Balderston T: 02 9231 6444 E: sally@tmsap.com or apply online now!

New Sales Executive – Corporate Travel, Sydney

- Global Travel Management Company
- Great career opportunities

Are you seeking a brand new opportunity within a global organisation where your success will be recognised and your career will flourish? Be part of a high performance culture. The Sales Executive will focus on generating new opportunities for corporate travel offerings within and serve as the lead advocate for nominated clients. You will be responsible for identifying opportunities and working with the client throughout the full sales/implementation cycle as appropriate. This is an ideal opportunity for driven, sales focused individuals to work within the dynamic and integrated environment, where you will have access to a broad support structure and subject matter experts who will enable your success.

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



Awarded
Best Practice
Accreditation
2011

Quality recruitment for the travel and
hospitality industries in Asia Pacific



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HKG

SHA

SIN

Partners in

DXB

UK

USA



LOOK AT THIS GREAT SELECTION OF NEW ROLES AVAILABLE NOW

** ALL STATES BULLETIN **

**CORPORATE SALES MANAGERS
ALL STATES – SALARY PACKAGES \$120K++**

If you thrive in corporate sales and have a track record of success in finding & winning new business you could be doing it with one of the leading Brands in the industry. We're looking for exceptional talent to join this exceptional organization which is growing. You must be a well presented, dynamic and highly motivated individual who is driven by career development, brand quality, and financial gain. Don't delay.

**NATIONAL DYNAMO TO MANAGE GROWTH
NATIONAL INDUSTRY SALES MANAGER
SYDNEY – SALARY PACKAGE OTE \$200K NEG**

If you are a dynamic, inspirational and highly driven leader with previous experience at a national level leading a large sales team this exciting new role will stimulate your career. You are a real "people person" with outstanding relationships across the travel industry and a great reputation. This will inspire your team and drive their performance. High level negotiation skills are essential and strong business acumen.

ACCOUNT MANAGEMENT AT ITS BEST

**SENIOR ACCOUNT MANAGERS – EAST COAST
SYD / MEL / BNE – EXCEPTIONAL SALARY PACKAGES AVAIL**

Now is the time to move if you are looking for a bigger & better Account Management role in the Corporate market. With your strong skills in client relations, data analysis and strategic negotiation skills you'll be highly successful in client retention and growth. These superb roles in each state are attached to attractive salary packages and a broad range of fascinating large-market corporate clients to handle.

BE PART OF THE MINING BOOM

**HEAD OF RESOURCE & MINING – AIRLINE
MELBOURNE OR PERTH – TOP SAL PKG ON OFFER**

This is an excellent opportunity for you to join a dominant brand in a key Sales role. Your key responsibilities will include fostering high level mining and resource relationships while broadening business across this sector. Using your strong connections you will already have the ability to open up and get through the front door engaging key decision makers with your advanced communication & presentation skills.

NO MORE CONSULTING – HANDS OFF ROLE

**TRAVEL TEAM LEADER
SYDNEY – SALARY PACKAGE TO \$70K + incentives**

If you're an effective leader who can manage people through thick and thin, through change and growth, and have great motivational & coaching skills, this new role will allow you to lead a team with your skills in sales & customer service. Your background as a successful travel consultant who exceeds sales targets will allow you to share your skills with the team and help this successful travel company grow even more.

A UNIQUE ROLE IN TRAVEL TECHNOLOGY

**BUSINESS SOLUTIONS MANAGER
SYDNEY – SALARY PACKAGE TO \$90K**

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. Make this unique role your own.

INHOUSE EVENT TRAVEL MANAGER

**TRAVEL MANAGER
MELBOURNE – SALARY PACKAGE \$60K**

Join this successful organisation in the events and group space where you will be responsible for managing their inhouse travel desk. With your extensive skills & experience you will be able to process group air & land bookings, add pre & post touring options and juggle a busy workload. This senior role is sure to impress those looking for a new challenge and a unique role. This is a great opportunity to join a market leader.

THE SALES ROLE EVERYBODY WANTS

**INDUSTRY SALES / BDM
SYDNEY – SALARY PACKAGE TO \$70K**

If you love working in Industry Sales but wish you had a popular product in your briefcase this opportunity is the one you've been waiting for. Your territory of Agents will always welcome you to provide them with training & product updates, and implement exciting incentives that help their sales grow. You must be a sales-focused person who thrives in a fast-paced team. Great benefits include overseas travel.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Carmen Pugh
OLD & NT
Ph: 07 3229 9600

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

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

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

I'M OFF TO HAWAII!

EXPEDIA – SIMPLY THE BEST FOR THE U.S.

YOU CAN WIN A SPECIAL ASSIGNMENT TO HAWAII.



Expedia TAAP agents are in the running for a super assignment this May. We're sending a worthy agent to Hawaii to check out "**Expedia is simply the best for the U.S.**" The Winner will be sent to Hawaii courtesy of "**Hawaiian Airlines**".

including:
2 Return Economy class tickets to Honolulu, courtesy of **Hawaiian Airlines**.

4 nights' Accommodation courtesy of **The Waikiki EDITION on Oahu**.

2 Exciting Tours - WWII Pearl Harbour Heroes Adventure and 1 day Volcano Adventure courtesy of **Gray Line Polynesian Adventure Tours**.

Competition runs from 9 May until 3 June 2011.

Winners will be announced on 6 June.

Flights

Hotels

Packages

Car Hire

Activities

The agent selected for this fantastic trip will be selected from the following criteria:

- Must have registered for the assignment:
 - ~ Send us an Email entitled "I'm off to Hawaii" to expedia-au@discovertheworld.com.au.
 - ~ Include:
 1. Consultant's Name
 2. Agency Name
 3. Expedia TAAP Tracking Code
 4. Your email address - used for making Expedia Bookings.
 5. In 25 words or less tell us why you should be "Off to Hawaii".
- To qualify, you will need to make at least 5 confirmed ESR transactions booked through Expedia and 1 international HA flight (through any source) from 9 May to 3 June.
 - ~ Register now and Email a list of Itineraries once you reach 5 bookings to expedia-au@discovertheworld.com.au.
 - ~ Agents can enter as many times as you like with 5 unique bookings each application.
- Your Assignment in Hawaii will be - "Write a 500 word story on your great adventures in Hawaii, possibly to be published in the Trade Press."
- Winners will be notified by Email on 6th June. Judges decision is final.



AVIS

2011

Avis Travel Agent Scholarship of Excellence



YOU HAVE WHAT IT TAKES

Realize your potential and help us celebrate 15 years of customer service excellence

In 2011 the Australian travel industry will celebrate the 15th anniversary of the Avis Travel Agent Scholarship of Excellence. Since its launch this unique and enduring program has evolved into one of the most valuable and prestigious awards offered to travel professionals, all the while staying true to its simple objective: to recognise and reward outstanding customer service.

This year we would like to invite you to help us celebrate our important milestone by putting yourself forward as a Scholarship candidate.

Over the years the Avis Scholarship has produced some distinguished winners, and offered some truly extraordinary travel and educational prizes. More importantly, however, it has helped hundreds of travel agents across Australia grow professionally and personally.

By taking part in the Scholarship you will better understand your strengths and weaknesses. You will come to appreciate the practical activities that make your approach to customer service unique. And you will be exposed to new ideas that will contribute to the ongoing development of your career or business.

In that sense, every travel agent who takes part in the Avis Scholarship is a winner.

We look forward to receiving your application!



Russell Butler

Simply the best

Participating in 2010 Avis Travel Agent Scholarship of Excellence gave me two things - an insight into the size and diversity of our industry, and a better understanding and appreciation of all the things travel agents do on a day-to-day basis to provide our clients with unforgettable service. Those lessons have helped me continue to improve to this day and I am sure into the future.

This is a Scholarship for people who are genuinely focused on customer service excellence, not just the thrill of the sale. It is for travel agents who really enjoy connecting with the person sitting across the desk from them, rather than simply booking someone a holiday. It is for people who want to exceed their customers' expectations, not just meet them.

If you are a travel professional who consistently looks to deliver a 'wow' factor, then put yourself forward for this prestigious award in 2011. It doesn't matter whether you have just begun your career or if you are running your own successful agency, you will benefit personally and professionally simply by taking part.

I wish you the best of luck.

Nigel Rodighiero

Winner 2010 Avis Travel Agent Scholarship of Excellence

