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Lizard Island - Great Barrier Reef



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**win a share of over \$300,000 worth of prizes.**

The prize pool includes 16 holidays with accommodation at one of the Luxury Lodges of Australia and return flights with Qantas, Australia's premium airline. You can even enter a Holiday Dream Team and nominate up to five friends or family to take with you!

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All valid entries will receive a \$5 music download voucher for bandit.fm the newest Aussie music site courtesy of Sony Music.



True North - The Kimberley



## Get away offers.

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\*Excluding taxes and surcharges. Offer duration: 15 September to 15 October. Travel period: 01 October to 31 March 2012

# Travel Daily

First with the news

Monday 10th October 2011

**SALARY SURVEY AUSTRALIA 2011**  
Take part in TMS Salary Survey before **07 October 2011** and stand a chance to win **AU\$250** cash  
Prize will be drawn during the first week of November 2011

**AUSTRALIAN SALARY SURVEY 2011 - click here**

**TMS ASIA-PACIFIC** Recruitment and HR Solutions

## Dream Teams wanted

**TOURISM** Australia is today once again promoting its 'Aussie Holiday Dream Team' domestic competition, with a total prize pool worth more than \$300,000 - see the special front full page of today's *Travel Daily* for details.

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## Tourism 'underperforming'

**TOURISM** Research Australia's annual State of the Industry report released on Fri has concluded that the sector can "perform significantly better, especially by leveraging opportunities from Australia's close proximity to rapidly expanding Asia".

Apart from spending by Aussies travelling abroad, during 2010-11 tourism visitor expenditure in all major sectors decreased slightly, with key drivers including weak economic growth in key overseas

### \$70K Live Free incentive

**CREATIVE** Holidays has today launched a massive promotion offering Australian travel agents the opportunity to win a share in \$70,000 worth of cash and prizes.

The incentive runs until 11 Dec and you have to be registered at [www.worldrewards.com.au](http://www.worldrewards.com.au) to participate - details on **last page**.

markets and the strong Aussie \$.

Tourism investment in Australia has also been low, in response to low growth in real incomes.

However the report says the industry should focus on high growth opportunities which currently exist in Asia, while also keeping an eye on the eventual recovery in traditional markets.

"Australian tourism is well placed to benefit from broader positive social and economic trends," it adds, suggesting that the trends may also see a "period of consolidation for tourism, particularly regarding the number of small businesses, to obtain higher sustainable profits".

The report, and an associated new Tourism Scorecard, will be a key driver of discussion later this week in Canberra, where Tourism Australia will convene its Tourism Directions Conference - download the report at [bit.ly/ta2011report](http://bit.ly/ta2011report).

## ATEC update today

SEE page six for a *TD* comment from ATEC md Felicia Mariani.

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### Eight pages of news

*Travel Daily* today has eight pages of news, a **Tourism Australia** front full page, plus full pages from: **(click)**

- AA Appointments jobs
- inPlace Recruitment jobs
- Creative Holidays

## Gold Coast Sevens Rugby World Series



Book your clients package today for your chance to win\*!

\*Terms and conditions apply. Offer and Competition ends 14 Oct 2011.



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# Travel Daily

First with the news

Monday 10th October 2011

**AIRCALIN GIVES YOU MORE, MORE, MORE!**

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## Virgin planning 46 SIA hubs

**VIRGIN** Australia wants to boost its global network by as many as 46 new international destinations under its proposed alliance with Singapore Airlines/SilkAir, *Travel Daily* can reveal.

DJ provided details of the plan to the Australian competition regulator late last month, with information made public on Fri.

In a six-page document to the ACCC, Virgin outlined that subject to regulatory approval, its joint venture with SIA would allow it to immediately add 36 new foreign cities which it and SQ have "third country codeshare rights" to.

The Alliance Framework Agreement with SIA will vastly increase Virgin's Asian presence beyond the current offering of only Phuket and Singapore.

Hong Kong, Chiang Mai, Taiwan, Bandar Seri Begawan, Fukuoka, Osaka, Hanoi, Ho Chi Minh, Kota Kinabalu, Penang, Guangzhou, Shanghai and Chongqing are just some of the destinations in 12 Asian countries DJ is eyeing.

Beyond Asia, Virgin is seeking immediate access to five hubs in

Europe -Copenhagen, Amsterdam, Barcelona, Zurich and to the delight of West Coast travellers, London (ex Perth only) - as well as South America (Sao Paulo), Dubai, and India (Kolkata).

A further 10 destinations (to Yangon, Burma; Cebu and Davao, Philippines; four cities in India; Rome, Italy; and Phnom Penh & Siem Reap, Cambodia) are also possible should the parties gain requisite rights.

Virgin has also told the ACCC it intends to codeshare to 11 cities in India, China, Japan and Africa which overlap with its alliance partner, Etihad Airways.

Those cities include Beijing, Tokyo, Nagoya, Johannesburg, Cape Town, Delhi and Mumbai. But as Virgin does not place its designator code on EY metal to these destinations, there should be no roadblocks to these potential other codeshare points.

Virgin said the alliance with SIA would enable it to offer "many new routings, including from regional Australia to destinations throughout the world."

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TRAVEL PERIOD: 1-16 NOVEMBER, 2011 & 18 FEBRUARY - 18 MARCH 2012

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## Europe Earlybird Deals\* - On Sale Now!

\*conditions apply

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# Travel Daily

First with the news

Monday 10th October 2011

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**A \$50 GIFT CARD FOR YOU**



## ACCC pushes back on airports

THE ACCC has urged that the existing monitoring system for Australia's major international airports be replaced by new regulations "that encourage true commercial negotiations without the ability of the airports to

exercise their market power".

In a submission to the Productivity Commission, ACCC Chairman Rod Sims said that the current arrangements were not constraining monopoly behaviour, particularly in areas such as car parking and aeronautical charges and that "an effective permanent solution is needed".

He said that high prices and poor services offered by airports were not only affecting airlines and passengers, but "can have flow-on effects in related markets such as tourism".

## Qantas rejigs SIN-PER

QANTAS has made adjustments to its twice daily Singapore-Perth schedule which sees its 8:45am QF72 service pushed back to an 11:30pm departure from 26 Mar, according to the Qantas website.

QF72 will arrive into Perth at 4:45am the next day.

## Travel2 turns three

TRAVEL2 is celebrating its third birthday by offering agents a \$30 Coles/MYER gift card for every \$6000 in sales (ex taxes) made from today until 26 Nov.

GM Rohan Moss said that while launching a new mainstream brand into the crowded wholesale market in 2008 may have been seen by some as madness, "industry support and engagement was instantaneous and the support continues to grow, with sales revenue for this financial year expected to achieve levels no other brand within our business unit has ever generated".

## Wu to expand Japan

WENDY Wu Tours is planning to increase touring options in Japan based on the success of its newly introduced itinerary (TD Fri).

The tour operator says it will also look to offer its tailor made FIT Japan packages online as they are developed further.



## Window Seat

A SPEEDING driver in Europe has fallen victim to technology after he took photos of his speedometer while pelting along a highway near Geneva in Switzerland at 320km/h.

The 28 year-old offender recorded the feat - almost three times the speed limit - about six months ago, but police found the images still on his phone while questioning him over another case this week.

Thanks to the GPS in the smartphone the pictures were coded with the location, date and time of the offence, and officers immediately confiscated the man's licence pending a trial over the incident.

THE latest move in airport advertising is a plan by Rogue Valley International Airport in Medford, Oregon in the US to get commercial sponsorship for its control tower.

The tower is a prominent landmark in the town, meaning the ads will be seen by a wider audience than just passengers.

An airport spokesman said it was estimated that ads on the four-sided structure could be worth up to US\$300,000 a year, but claimed "it's not really advertising; it's more showing a corporate presence for somebody who would like to be involved with the community".

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Find out at Tourism Australia's free tourism industry briefings in each State and Territory starting 17 October 2011.

Visit [www.tourism.australia.com/industrybriefings](http://www.tourism.australia.com/industrybriefings) to register for the industry briefings.



## It's Evergreen in Tassie!



**ABOVE:** Evergreen Tours has just completed a successful week-long Tasmanian West coast family through the Apple Isle.

Agents from across the country experienced some of the regions must see sites and attractions, including a Gordon River Cruise, Cradle Mountain, the West Coast Wilderness Railway, Hobart's Salamanca Markets and more.

The group are pictured here at the spectacular Woolmers Estate located outside Launceston.

## Virgin Aug traffic dips

**VIRGIN** Australia reported a 20% year on year drop in international traffic during Aug, approx 50,000 passengers to 209,656, citing the withdrawal of its NZ domestic market late last year.

Pax numbers on DJ's domestic operation rose a fraction of a percent (0.5%) to 1.4 million.

The combined network financial year to date figure for passengers carried is down 0.7% to 3,270,844.

## Aerius staff suffering

**THE** receiver's report into the collapsed Aerius Travel (**TD** Fri) reveals that staff of the company also missed out on entitlements worth more than \$200,000.

As well as several week's wages worth a total of \$38,835 the 13 staff listed in the report are owed a collective \$62,338 in holiday pay as well as long service leave and outstanding superannuation.

**MEANWHILE** the Hunter Travel Group has pointed out that it's only owed \$1,000 by Aerius, in relation to HTG looking after three key clients until Concierge took over Aerius' accounts (**TD** 17 Aug).

## EK Thames cable cars

**EMIRATES** has signed a 10-year naming rights sponsorship of the new London cable car system to operate over the River Thames from Royal Victoria Docks to Greenwich Peninsula, the home of the O2 entertainment precinct.

The Emirates Air Line will launch prior to next year's London 2012 Olympic Games and feature two stations named after the carrier - Emirates Greenwich Peninsula and Emirates Royal Docks.

The sponsorship deal is worth £36 million (AU\$57m).

## Jewel battles winds

**P&O** Cruises says delays experienced by *Pacific Jewel* for its arrival and departure from Sydney last Wed (**TD** Fri) were due to "strong headwinds."

A spokesman for P&O Cruises told **TD Jewel** was making good progress on the way to Noumea and is expected to arrive within minutes of her intended time.

## FF point scam alert

**FREQUENT** flyer points are the latest target of online scammers, with an Online Fraud Report by security firm RSA warning that the move is particularly being driven by the increasing ability to redeem points for goods and services rather than flight tickets.

with more flights between Melbourne and Sydney, business travellers will be happy too.

It's great news for plane spotters - and business travellers. From October 30, Virgin Australia flies between Melbourne and Sydney up to 58 times on weekdays, including more flights during peak business hours.

For more information, speak to your Account Manager or visit [virginaustralia.com](http://virginaustralia.com)

Flight schedules are subject to change.



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## Qantas ups the ante

**QANTAS** has launched a major media campaign as part of its ongoing industrial battles, today running full page advertisements in major newspapers apologising for flight disruptions.

Today there's expected to be more misery for travellers, with 40 domestic flights cancelled and 11 international services delayed due to a four hour walkout by engineers (**TD** breaking news Fri) - on top of the Fri strike which was cancelled at the last minute by the Transport Workers Union.

"Three unions are working together in a concerted campaign against Qantas," the ads say, stressing that the carrier "can't give in to union demands that risk the future of Qantas".

A full list of schedule changes today is at [bit.ly/qfdisruptions](http://bit.ly/qfdisruptions).

## Airtrain running later

**BRISBANE'S** airport to city rail system Airtrain is operating later scheduled services until 10pm, seven days a week, commencing 12 Dec 2011.

## Quark boosts fleet

**QUARK** Expeditions will add another icebreaker to its fleet of polar expedition vessels, with the *Kapitan Dranitsyn* a sister-ship to its *Kapitan Khlebnikov*.

The ship will be used on two new journeys - the 13-day Franz Josef Land trip departing on 17 Jul and the 15-day Franz Josef Land & Novaya Zemlya itinerary departing on 27 Jul 2012.

## OOL security boosted

**GOLD** Coast Airport has added four Explosive Trace Detection units at its domestic & int'l airports as part of the federal govt's \$200 million Strengthening Aviation Security Initiative.

## Intrepid Aus/NZ brox

**INTREPID** Travel has launched its 2012 Australian & New Zealand brochure, with a greater focus on two- to four-day Short Break Adventures among 36 trips.

New for 2012 is the three-day indigenous experience Dreamtime Discovery trip ex Cairns, replacing the 14-day Cape York Complete which feedback had suggested was "too long."

The program also has an extensive range of Basix trips with less inclusions to appeal to the backpacker market.

## Cara swept away by Mr Scenic



**ABOVE:** To celebrate the release of Scenic Tours' 2012/13 Europe River Cruising Brochure, the firm held a photo comp encouraging travel agents to take a photo of themselves with the Scenic Tours Butler (**TD** 24 May).

Scenic says the response from agents was "hilarious", with about 100 photos sent through.

Pictured here is one of the 12 winners, the Harvey World Lower Templestowe team & Mr Scenic at consultant Cara's wedding.

The 12 winners will each receive a bottle of Veuve Clicquot.

To view a photo collage of all the Scenic winners in the comp, go to our photo page at [www.traveldaily.com.au/photos](http://www.traveldaily.com.au/photos).

## AA sells the Territory

**THE** Northern Territory govt is claiming success after lobbying to have the destination featured on some American Airlines' website.

NT Tourism Minister Malarndirri McCarthy said the coup, which will see Alice Springs, Uluru and Darwin promoted on AA's USA and Canada portals, was a "great boost" for the NT's tourism sector.

"Airline websites are an important place for travellers to research and book their holidays to the Territory, and with this additional promotion we can reach more potential customers in more cities in North America," Malarndirri said.

# Emirates' Early Bird fares to Europe from only \$1,798.\*



Emirates' 29 European destinations now on sale in Economy Class. Available until 30th November 2011.

Birmingham	from \$1,933*	Manchester	from \$1,931*
Dublin (new)	from \$1,805*	Milan	from \$1,803*
Glasgow	from \$1,930*	Paris	from \$1,849*
London	from \$1,964*	Rome	from \$1,805*
Madrid	from \$1,798*	St. Petersburg	from \$1,808*

Ask your clients if they'd like to break up their trip - Dubai hotel stopover packages start from only US\$39 per person, per night.†

Fly Emirates. Keep discovering.

[emiratesagents.com/au](http://emiratesagents.com/au)

Up to 1,200 entertainment channels | 30kg luggage allowance | Gourmet food and wine | One-stop to 29 European destinations

**Air Transport World 2011 Airline of the Year.** \*Airtfares quoted are from Perth departure and are inclusive of taxes and surcharges correct at 16 September, 2011. Offer ends 30 November, 2011 for travel between 1 February, 2012 and 30 September, 2012. Prices quoted are for the low season. Flight restrictions apply. Amendments and cancellation fees apply. †Prices are per person, per night for a two night stay on a twin-sharing basis and subject to currency fluctuations and changes to the tariffs payable to hotels. Valid for bookings made for travel between 1 May, 2012 and 30 September, 2012. For bookings made for travel up to and including 30 April, 2012 prices start from US\$57 and from 1 October, 2012 up to and including 31 October, 2012, prices start from US\$60 per person, per night stay for a two night stay on a twin-sharing basis and subject to currency fluctuations and changes to the tariffs payable to hotels. Rooms subject to availability. **For more information contact your Emirates' Sales Team or the Emirates' Contact Centre on 1300 880 599.** EMI3307

## Wyndham addition

WYNDHAM Hotel Group has announced the acquisition of the Crown Plaza Hotel Torquay.

The group has rebranded the 149-room hotel room, one- and two-bedroom property the Wyndham Resort Torquay.

## Great Plains bino deal

GREAT Plains Conservation has signed a deal with Swarovski Optik that will see the group's African properties equipped with SLC 8 x 42 HD Field Binoculars.

The binoculars will be available to guests at camp and on safari at Zarafa Camp & Selinda and Donyo Plains in Botswana and Donyo Lodge & Mara Plains in Kenya.

## PER traffic up 12%

PERTH Airport achieved a 12.3% year on year rise in traffic during Aug 2011, with domestic travel surging 13.2% and international passengers up 9.8%.

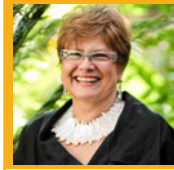
Darwin Airport saw a massive 21.6% increase in international traffic during the month, but domestic numbers at it, Alice Springs and Tennant Creek fell 5%.

AIX also reported a 6.1% drop in traffic at its Qld Airports - Gold Coast, Townsville and Mt Isa - with local movements down nearly 6% and int'l about 2%.

Australian Infrastructure Fund ceo John Pollock said domestic traffic should start to improve due to the return of Tiger Airways flights & the drop in AUD\$ value.

## Arik Air orders 747-8s

NIGERIA'S Arik Air has confirmed an order of two Boeing 747-8 Intercontinental aircraft worth a list price of US\$635m, which it plans to use on long-haul routes.



## ATEC UPDATE

The latest insights from Australian Tourism Export Council's Managing Director, Felicia Mariani

CHINA is currently now Australia's 3<sup>rd</sup> largest market, surpassing the USA in the Int'l Visitors Survey and it is already our #1 market in terms of value delivering nearly \$3.1 billion dollars to our economy. At a time when our traditional core markets from the west are stagnant at best, and many in decline, China has returned an annual average growth rate of 15%. By comparison, the average outbound annual growth rate for all international travel is currently 6%. At a macro level, Australia is the destination of choice in the Asia-Pacific region capturing 63% of Chinese outbound travellers. NZ is in second place with 17%.

In the 12 years post our ADS status with China, Australia has been very successful at implementing its strategy to leverage the opportunities presented by being one of the first nations to achieve this status. At the recent Australia-China Summit held in Cairns, there was much discussion and debate around what Australia needed to do to maintain its superior position with this key market. Improving the quality of tourism services that are provided, including catering for Chinese language and culinary requirements were hot topics. Australia is largely seen as a great nature destination; but Chinese people travel for similar reasons to Western travellers - they want to experience the culture, history and heritage of the lands they visit. We need to do more to promote our indigenous tourism experiences and the cultural connections of our countries. There was caution to not fall into the trap of over-simplifying and over-generalising what our Chinese visitors are looking for and, most importantly, not taking this market for granted as we may have done with Japan many years ago.



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Reporting to the Regional Sales Manager, the incumbent will support on the road Business Partnership Managers in growing travel agent penetration of cruise sales by:

- providing support and building relationships via telephone and email contact with existing cruise agencies
- contacting non cruise or low selling agents as per the telephone account management call plan, to influence them on the benefits of cruising
- promote Polar online as the preferred channel of booking
- working in close co-ordination with the BPMs, provide proactive and commercially sound marketing and promotional activity (e.g. flyers, advertising)
- use design software to deliver adverts and flyers which adhere to company design guidelines
- support BPMs in coordinating local Cruise Expos, film nights, ship visits and training
- general sales administration support

We seek applications from people with experience in a sales or marketing coordination role, who demonstrate:

- strong relationship building and influencing skills
- exceptional communication skills, both verbal and written, with a very high attention to detail
- strong general administration skills and IT literacy - including a knowledge of Polar (highly desirable), MS Office and Indesign
- the ability to work in a highly autonomous manner, with a high level of organisation and prioritisation skills
- the ability to be flexible with working hours as required
- Travel Industry will be highly regarded

Ready for a new challenge in the serious business of holidays?  
Apply online at [careers.carnivalaustralia.com](http://careers.carnivalaustralia.com)  
Job Reference: CAR/392460

## SLH song incentive

SMALL Luxury Hotels of the World is running an incentive for agents called 'I've Got The Word On A String', through until 15 Dec. The major prize includes 20 night stays in SLH hotels globally plus £2,000 for expenses.

To go in the draw consultants have to find 20 song titles with the location of an SLH hotel, & name a hotel in the same region - go online to <http://agents.slh.com>.

## easyjet BCN boost

EUROPEAN carrier, easyJet will increase its London Gatwick to Barcelona service by adding an extra daily service up to six daily, effective 06 Jan 2012.

## A&K new brox launch

ABERCROMBIE and Kent has unveiled its 2012 Africa, Egypt & Arabia brochure incl a new family friendly safari in South Africa.



## AIR MAURITIUS

### Administrative Coordinator, Melbourne

Air Mauritius, an international airline, operating out of its base in Mauritius has an exciting and challenging position for its office in Melbourne.

A detailed job description is available on the Air Mauritius website <http://www.airmauriti.us.com/vacancies.htm>

An application form can be downloaded at <http://www.airmauriti.us.com/aboutus/mkexternalvacancy.pdf>

## Antarctica on sale

**BENTOURS** is reducing its 13 day Antarctica in Depth itinerary by 30% on new bookings, now priced from \$4955ppts, made by 31 Oct and travel to 07 Nov 2011.

## Travel Indochina prizewinner

**RIGHT:** Vicki Smith from Travelworld Toronto was the lucky winner of the major incentive prize of a \$600 Swarovski voucher in Travel Indochina's recent 'Diamond Preferred Incentive' competition.

Vicki is pictured here accepting her voucher for the bling from Travel Indochina BDM Brad Ellis.

The winner said she plans to use the voucher for a glittery pendant or necklace for herself.



## Pel-Air Defence deal

**REGIONAL** Express' subsidiary Pel-Air Aviation has extended its contract to provide jet aircraft services for the Australian Defence Force for a further three years, after being awarded a new three-year contract worth \$47 million, commencing 01 Oct.

## Tempo drops DXB fee

**TEMPO** Holidays has altered its Dubai handling fee to be optional for new bookings, effective 01 Nov.

The handling fee to date has been mandatory for all tours, adding up to \$19pp to the cost of a package which includes pre-customs meet and assistance.



## RETAIL SALES CONSULTANT (FULL TIME)

Air Niugini, the national airline of Papua New Guinea is looking for an experienced person for the above mentioned vacancy in our Brisbane office. This is a full time position requiring an immediate start.

The successful applicants must have extensive airline experience in reservations and ticketing, possess strong organisational skills, be adaptable and work well under pressure. This role is full time and requires flexibility to work on rostered Saturday Morning on a rotational basis.

### KEY REQUIREMENTS – CASUAL RETAIL SALES AGENT:

- Previous CRS experience, preferably with an airline or travel agency and be familiar with airline reservations, fares and ticketing procedures
- Must be able to work alternate Saturday mornings (0830-1200) on a rotational basis or as required
- Possess a high degree of customer service and be willing to multi skill in other functions.
- Professional disposition and be able to work effectively under pressure

If you fit these requirements we would very much like to meet you. Please forward your application with detailed resume to: [mgrpxbne@bigpond.com](mailto:mgrpxbne@bigpond.com)

ATT: Charles Morley, Regional Manager Australia - Air Niugini no later than Friday 14 October 2011. Only short listed applicants will be contacted.



## Brochures of the Week

**WELCOME** to Brochures of the Week, **Travel Daily's** Mon feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including an image of the front cover plus contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au). **And don't forget our FREE brochure listing service at [www.traveldaily.com.au/brochures](http://www.traveldaily.com.au/brochures).**



### APT - Africa 2012/13

The tour operator has released its first ever Africa brochure featuring seven small group itineraries in South Africa, Kenya, Tanzania and Egypt for the 2011/12 season. Group sizes are a maximum of 28 and in the private four wheel drive game park safaris there are no more than eight people. Also included are Earlybird discounts of up to \$1600 per couple when booked by 31 Dec 2011. More details at [www.aptgroup.travel](http://www.aptgroup.travel).



### Princess Cruises - Alaska 2012

Princess Cruises is offering a range of holidays taking in Alaska's natural wonders priced from \$799\* for a seven-day cruise. The new 2012 Princess Cruises' Alaska brochure features seven ships visiting the spectacular sights of Alaska's scenic coastline incl Prince William Sound, Glacier Bay National Park & Tracy Arm Fjord, as well as land tours into the wilderness.



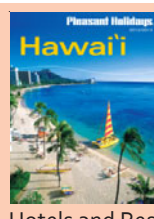
### African Wildlife Safaris - Africa 2012

Tailor-made Africa holiday specialists, African Wildlife Safari has released its new 116-page brochure includes tours, cruises & accom in Egypt and Dubai. The 2012 brochure has allocated more space to high quality product such as Mala Mala, Sabi Sabi, Londolozi, and Wilderness Safaris. Two new operators include Ker and Downey Botswana and Nomad Tanzania.



### Topdeck - Europe 2012

The hard copy 2012 Europe brochure for Topdeck features a 85 tours including the new 10-day Spanish Fiesta itinerary that takes in Barcelona, Madrid, Toledo, Valencia and Ibiza. The tour operator says most of its trips are priced 5% lower year on year due to the strong Aussie dollar. An earlybird discount of 7.5% is being offered on the 2012 range of product when booked and paid in fully by 15 Dec 2011.



### Pleasant Holidays - Hawaii 2012/13

The Hawaii brochure features six islands, 160 resorts and two cruise options and over 1000 Hawaii activities, events and attractions. The 52 page booklet features condominiums and beachfront resorts by Aston Hotels and Resorts, Hilton Hotels and Resorts, Hyatt Resorts and Spa in Hawaii, Marriott Resorts Hawaii, Starwood Hotels and Resorts and more. Cruises include the NCL *Pride of America* and American Safari yacht cruise onboard *Safari Explorer*.

## Senior Travel Consultant

Loganholme, QLD

\* Send your career on a trip it will never forget!

\* Enjoy generous bonuses + educational trips!



For high-achieving individuals who are passionate about travel, there's an opportunity to deal with holidays, accommodation and tours every day, as a **Senior Travel Consultant** with *Travelscene American Express* in Loganholme, which has over 16 years travel experience! You'll make it your business to do everything possible to **sell and book tailor-made holidays for a wide range of clients. Amadeus experience is essential.**

You'll be rewarded with an **attractive salary package**, with results-orientated Travel Consultants also enjoying **generous bonuses** and **educational trips from suppliers**. You'll also enjoy a **great work/life balance**, with **regular Monday - Friday hours!**



[ApplyNow.com.au/Job28187](http://ApplyNow.com.au/Job28187)

Apply Online or Call 1300 366 573



## TSAX 'In Time' comp

**TRAVELSCENE** American Express in conjunction with Kumuka is reminding agents to tell them 'five things you would do that you've never done before but have always wanted to do if you had more time', by COB today.

By completing the [surveymonkey.com/s/InTime](http://surveymonkey.com/s/InTime) form agents have the chance to win a 5 night trip to Los Angeles to attend the World Premiere of the new movie 'In Time' on Oct 20, accom and Qantas flights.

## Peregrine adds tours

**PEREGRINE** has added two new itineraries to its 2012/13 Africa program incl the 33-day Classic Africa tour & 42-day Grand Africa tour from Cairo to Cape Town.

## Scenic NZ Xmas tour

**SCENIC** Tours is offering up to \$800 per couple off its 28-day Ultimate New Zealand tour at Christmas, departing 13 Dec.

The trip is priced at \$7,960ppts when booked by 30 Nov.

## Topdeck record sales

**AUSTRALIAN** owned 18 to 30 something tour operator Topdeck has recorded a 200% year on year rise in sales for Europe product during Sep following the launch of its pre release e-brochure in Aug.

## Exciting incentive

**EXCITE** Holidays is offering the travel agent with the highest sales of hotels in New York, Las Vegas, Hong Kong, Sydney or Melbourne \$1000 to use on a future holiday.

The incentive is valid for new bookings paid in full between 28 Sep and 28 Nov, for travel by 31 May next year.

## Sofitel Aswan reopen

**SOFITEL** Legend Old Cataract Aswan in Egypt has reopened following a three year renovation program which saw the property closed throughout the process.

## Tahiti travel specials

**AIR** Tahiti Nui and Tahiti Travel Connection have unveiled a number of packages to the destination that include bonus nights, meals and airfare savings.

The seven-night Tahiti and Bora Bora deal is priced at \$4235ppts and includes 5 nights for the price of 4 at the InterContinental Bora Bora Resort, brekkie & dinner daily and a bonus dinner for two on the beach or restaurant terrace.

Packages need to be booked by 31 Oct and are valid for travel between 01 Nov to 20 Dec and 20 Jan to 31 May.



## Team Manager - Sydney

- Lead and develop a talented team of consultants
- One of the world's largest and fastest growing travel management companies
- Be part of and shape our great team culture

At BCD Travel we take a fresh approach to business travel with a focus on innovative solutions. We provide first class service, delivered with an entrepreneurial spirit to all our clients and we employ only the best team to deliver our vision.

This is a great opportunity to lead and develop our very talented team of online consultants to meet the ever expanding number of clients we deal with.

Based at our Sydney office you will be responsible for overseeing the daily online operations and proactively implementing change and streamlining processes to increase effectiveness and service delivery to our clients. As an experienced people manager you will thrive on the challenge of driving and motivating a team to achieve both individual and business potential.

To apply, you will have previous people management experience coupled with an extensive background within the Corporate Travel Management industry. Experience with online booking tools, Sabre GDS, as well as help desk support would be highly regarded.

For your experience and leadership skills you will be rewarded with an attractive salary package, a work environment where good performance is recognised and the opportunity to be part of and shape our great team culture.

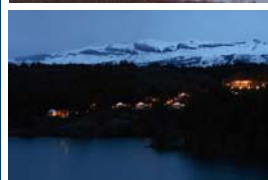
If you are ready to take a fresh approach to your career, apply now. We look forward to hearing from you.

**Confidential applications to**  
[Jordan.mcnamara@bcdtravel.com.au](mailto:Jordan.mcnamara@bcdtravel.com.au)  
Applications close Friday 14 October 2011.  
For more information on BCD Travel visit  
[www.bcdtravel.com.au](http://www.bcdtravel.com.au).



## WIN A HOLIDAY FOR TWO TO CHILE

Throughout October, **Travel Daily** is giving subscribers the chance to win a fabulous Chile holiday package valued at almost \$10,000, courtesy of Turismo Chile, LAN, Latitud 90 and Patagonia Camp.



The prize includes:

- ◆ Return Economy Class fares on LAN to Santiago ex Sydney plus domestic flights Santiago/Punta Arenas/Santiago
- ◆ Transfers in/out from Punta Arenas & Santiago Airport
- ◆ Three (3) nights' accommodation in a Luxury Yurts with views To The Paine Massif at Patagonia Camp - Torres Del Paine
- ◆ Entries and full day guided excursions to Torres del Paine National Park
- ◆ One (1) nights' accommodation at La Casona at Matetic Vineyards
- ◆ Breakfast and dinner daily
- ◆ Wine tour and tasting

Every day **Travel Daily** will ask a different Chile-related question – just read the issue and email us your answer. There will be twenty questions in total.

At the end of the month the subscriber with the most correct entries and the most creative response to the final competition question will win this fantastic Chile holiday.



**Q.5: Where are the world's largest volcanic stone statues and what are they called?**

Email your answer to: [chilecomp@traveldaily.com.au](mailto:chilecomp@traveldaily.com.au)

Click here for terms & conditions



**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](http://www.traveldaily.com.au).

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## IF YOU ARE SERIOUS ABOUT YOUR CAREER – CALL THE EXPERTS!

### **\*NEW\*** SOAR TO THE SKIES WITH THIS AIRLINE

**AIRLINE CORPORATE SALES MANAGER**

**SYDNEY – SAL PKG TO \$80k + AIRLINE BENEFITS**

These EXCITING **NEW** roles forming part of this award winning airline's key **CORPORATE TEAM** will be responsible for the day to day management of client activity and sales. With a strong focus of business growth & retention, you will have the ability to generate new sales and have a solid understanding of how to secure new business opportunities to ensure this airline is increasing their portfolio of corporate clients.

### YOUR FUTURE IS SECURE IN I.T.

**TECHNICAL SPECIALIST**

**SYDNEY – SALARY PACKAGE TO \$100K**

Directly support the Account Managers as the subject matter expert in customer engagement, providing demos and on-site visits and building close relationships with developers through the entire life-cycle, from acquisition to ongoing retention. You will have worked in a technology environment within the Travel Industry and have proven skills in managing multiple stakeholders, including third party partners.

### LOVE THE THRILL OF THE HUNT?

**TMC- CORPORATE SALES MANAGER**

**SYDNEY & MELBOURNE – SALARY PACKAGES TO \$90K+**

Due to rapid expansion this globally recognized Brand requires talented Sales Managers to both grow and retain their Corporate client base. You will be totally adept in working within the corporate market, pipeline development and winning new business through to key account management, growth and retention of clients. The rewards here are huge, including international travel benefits and incentives.

### PASSIONATE ABOUT SAILING?

**CRUISE OPERATIONS MANAGER X 2**

**MELB & SYDNEY - SAL PKG DEP ON EXP**

Do you have impeccable **MANAGEMENT** skills within the cruise market? Have the ability to manage and busy department? This company is looking for a senior operations manager who has the capacity to create a solid team working environment while focusing on the development of the department including involvement in proposals, itinerary planning for onshore activity and managing budgets.

### CREATIVE GURU REQUIRED

**NATIONAL MARKETING MANAGER**

**SYDNEY – SALARY PACKAGE \$100K ++**

If you've got the runs on the board as an experienced, innovative and highly motivated Marketer within the Travel Industry this rare new opportunity will allow you to create and grow a new business stream within a large organization. You must be a strong leader who can develop a team, and be adaptable to growth & change. If you thrive with a challenge this is a brilliant chance for you to shine.

### BOOMING EVENTS ROLE

**CONF & EVENTS BUSINESS DEVELOPMENT MANAGER – SYDNEY & MELBOURNE – SALARY PACKAGES \$90K-\$120K**

Do you know how to hit the ground running and make your mark on securing new Event business? These fantastic new roles are a great opportunity to get ahead with a market leader. Your experience in corporate sales has given you the skills in developing leads, creating unique proposals, building relationships and signing up valuable new business. A great opportunity for "hunters" to catch their perfect role.

### A NEW STYLE OF ACCOUNT MANAGEMENT

**ACCOUNT MANAGEMENT SUPPORT ANALYST**

**SYDNEY – SALARY PACKAGE TO \$75K NEG**

Join a rapidly expanding TMC and provide critical support to the Account Manager by creating detailed reports, managing data accuracy, analyzing both client and supplier data, assisting in the implementation of systems & booking tools to new clients, and providing first level support for any reporting software issues. Work in a unique office location and watch your career flourish within a new operation.

### SUPPORT THE TEAM

**TEAM LEADER CORPORATE TRAVEL X 2**

**SYDNEY, PERTH, BRISBANE SALARY PACKAGE NEG ON EXP**

This fabulous travel agency is somewhere you will want to be! Come on board as their Team Leader and demonstrate your ability to drive and motivate the team. You'll have the maturity to handle this role running the Perth based operation while reporting through to the East Coast head office. A strong corporate travel background is essential for this role along with previous supervisory experience.

## CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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NSW & ACT

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Toni Francis  
NSW & ACT

Ph: 02 9231 2825

Kathryn Hebenton  
VIC, SA, WA, QLD

Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com](http://www.aaappointments.com)



# Love a NEW job? - Here are six



## Corporate Groups Travel Consultant

This dynamic, innovative and creative conference & event management company is a leader in the business events industry in Australia for both national & international events. If you are a highly energetic Travel

Consultant who has a passion for groups and the professionalism to work with high end corporate clients then this company is for you!

▶ Friendly & supportive work environment

▶ **Adelaide CBD**

▶ Salary up to \$45K + super

**Click here for more details or call Ben.**



## Corporate International Cons - Perth

Are your options running out? Love Corporate but sick of the call centre environment? After a company that believes in progression? Then read on...This company is different! They offer a higher service level than most and give their clients the personal touch. You won't be dealt with like a number here. 2 years experience in a similar role is required.

▶ Fabulous management and team

▶ **Perth CBD**

▶ Salary up to \$55K

**Click here for more details or call Liz.**

## Team Manager - Corporate Travel

Global TMC has an opening for a Team Manager to work closely with their team of online Corporate Travel Consultants who are located in Sydney and Brisbane. Focusing on training, continuous performance management, one on one's and staff development to ensure client expectations in all areas of service, product and technology are met or exceeded, whilst providing support to clients using inhouse online systems.

▶ Some interstate and occasional overseas travel

▶ **Sydney**

▶ Salary from \$60K + super

**Click here for more details or call Ben.**

## Cruise Specialist Travel Consultant

Are you a Retail Travel Consultant or cruising expert? Our client is a market leader and will pay top \$\$ for experienced Travel Consultants. Working as part of a dynamic successful team this role involves no face to face sales. You will be dealing directly with agents online or over the phone. You will book full and often extensive itineraries including flights, transfers, accommodation, car hire & of course the cruise component.

▶ Alive with activity, perfect place to start your new career!

▶ **North Sydney**

▶ Salary up to \$50K base + super

**Click here for more details or call Liz.**



## Retail Travel Consultants

Are you an experienced Retail Consultant with international destination knowledge looking for a new role? We are currently seeking experienced Retail Consultants with exposure to a high profile clientele to manage an existing client base in stores in the Eastern Suburbs & St George districts. Galileo & Crosscheck are highly regarded.

▶ Do you have a passion for excellence in customer service?

▶ **Sydney Eastern Suburbs & St George districts**

▶ Base salaries from \$45K + super

**Click here for more details or call Kristi.**



## Sports Group Travel Consultant

Bring your love of sport and travel together! Work for one of the world's premier sport tour operators, the largest in this field and put together sporting tours for major events, FIFA World Cup, Rugby World Cup, Cricket World Cup, you name it - they do it! You will need at least 2 years travel industry experience and the ability to close the sale.

▶ Calling all sporting enthusiasts

▶ **Work in a popular Sydney sporting venue**

▶ Salary up to \$40K + bonus + loads of perks!

**Click here for more details or call Sandra.**

As the first travel recruitment specialist in Australia we know the travel job market better than anyone, call us to discuss your career path.

# How will you Live Free?

*\$70,000 in Prizes.*



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