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Travel Daily

First with the news

Monday 16th April 2012

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Melbourne Chengdu deal

MELBOURNE Airport has signed a new "sister airport" relationship with Chengdu Shuangliu International Airport in China, with the move hailed as paving the way for possible direct services between the cities.

MEL ceo Chris Woodruff announced the deal at the Routes Asia forum in Chengdu on the weekend, where Melbourne is among several Australian airports as part of a Tourism Australia delegation (TD 30 Mar).

"China has driven international growth at Melbourne Airport over the last few years and will continue to do so," he said.

Chengdu has a population of more than 5 million people, and Woodruff said that the cooperation deal would see the

airports share knowledge, experiences and best practice in areas such as route development, operations, planning and retailing.

The pact also includes staff liaisons and exchanges, and Woodruff said it would "help facilitate greater visitation between Chengdu and Melbourne and enhance both airports for airline customers, passengers and all stakeholders alike".

Chengdu-based carrier Sichuan Airlines has previously signalled plans to commence flights to Melbourne this year (TD 06 Mar).

New Jetstar Asia route

JETSTAR Asia has debuted a new twice-weekly flight between Singapore and the Chinese city of Nanning, utilising A320 aircraft.

TTR recruitment page

TODAY'S Travel Daily includes a full page from Travel Trade Recruitment, a UK-based travel jobs specialist which has recently established an Australian operation - see **page 10**.

Seven pages of news

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

- AA Appointments
- inPlace Recruitment jobs
- Travel Trade Recruitment
- Renault Eurodrive

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Monday 16th April 2012

NOU So Close

New Caledonia is a unique island paradise, less than 3 hours from Sydney and only 2 hours from Brisbane

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New Caledonia

CLICK HERE

APT adds Antarctica

APT has introduced its first ever small group packages to Antarctica in 2013 on the *Akademik Ioffe*.

The 11-day Antarctic tour can be tacked onto APT's 20-day The Very Best of South America trip, which is priced from \$22,595ppts.

Tourism Aus targets India

A GROUP of 70 top-selling travel agents from India are being sent to Melbourne in Sep as Tourism Australia looks to tap further into the emerging Indian market.

Federal Tourism Minister Martin Ferguson yesterday announced details of the six-day India Mega Famil and Workshop, which will showcase Victoria to the Australian specialists.

Around 150,000 visitors from India travelled to Australia last year - up 7% on the year prior - while numbers in Jan & Feb this year are already up 7%.

India is Australia's 11th largest inbound market for arrivals and 9th largest source in terms of expenditure, contributing \$842m to the national economy in 2011.

Ferguson said the famil would help secure future tourism spend for Australia's \$35 billion tourism industry.

"The opportunity to experience

Australia first-hand and meet with our industry will better equip these key travel agents to sell our quality tourism experiences...and ultimately deliver more travel business for Australia," he said.

MEANWHILE, Tourism Australia has recruited five Italian national swimmers as its latest globally recognised identities to push its *There's nothing like Australia* tourism message.

LLA director out

MERLIN Entertainments has announced the resignation of Living & Leisure Australia Group director Julianne Shearer, after its purchase of all LLA securities.

EY to Perth from Nov?

ETIHAD Airways may commence services to Perth from as early as Nov, *News Limited* is reporting.

The Abu Dhabi-based carrier has watered down rumours of a WA gateway, with a spokesman for the carrier saying "we have evaluated a number of Australian destinations and monitor these closely to ensure commencement of operations suits the market and our fleet deliveries."

Creative dom. brox

CREATIVE Holidays has today announced the release of its 2012 Australia program, featuring 15 new city & regional properties.

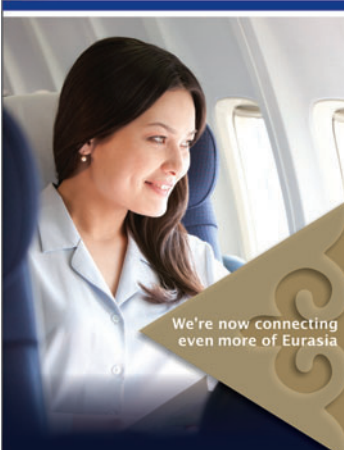
More new brochures on page 6.

VA/VS c'share on sale

DAILY flights from Sydney to Hong Kong with Virgin Atlantic will from today carry the Virgin Australia code for sales and travel.

VA group exec Merren McArthur said the codeshare "complements our network strategy".

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Nancy-Bird airborne

QANTAS has confirmed the return to the skies of its A380 Nancy-Bird Walton - the infamous aircraft to suffer an engine explosion 18 months ago over the Indonesian island of Batam.

"VH-OQA successfully completed its first assessment flight over Singapore today," a Qantas spokesperson told *TD* yesterday.

"The aircraft is in final testing before returning to Australia next weekend," the spokesman said.

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Monday 16th April 2012

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2nd Sydney Airport debate boils

THE Gillard government is continuing to mount pressure on the NSW Liberal party leadership to consider the Sydney basin as the best location for a second airport for the NSW capital.

Minister for Infrastructure Anthony Albanese reiterated the need for a second airport at either Badgerys Creek or Wilton (**TD** 02 Mar) in the *Australian Financial Review* last weekend.

NSW Premier Barry O'Farrell is a

staunch opponent of the plan, saying either spot would lead to greater aircraft noise to 1.6m residents - a focal point of his winning election campaign.

O'Farrell prefers the idea of the expansion of Canberra Airport & a hi-speed rail link between the capital and Sydney (**TD** 30 Mar).

But Albanese claims failing to lift Sydney's aviation capacity via a second airport "will be a handbrake of future productivity."

He said that by 2035 the cost to national GDP of turning away flights to Sydney will be \$6 billion, & cost a potential 4,000 new jobs.

87m passengers are expected to pass through Sydney by 2035 and the figure doubles by 2060.

"There is no way Sydney can absorb this growth," he said.

Albanese said the issue "must be beyond short-term politics."

"It needs a bipartisan approach."

O'Farrell yesterday hit back, questioning where would the \$7 to \$11 billion required to invest in the airport project be derived.

MEANWHILE, Qantas boss Alan Joyce threw his support behind the second Sydney Airport, on Fri saying: "We have been talking about it for a long time, we just need to get on and do it."

AND, Tourism Industry Council NSW has called on the state and federal govts to reject Canberra Airport as an option, suggesting to relax Sydney Airport's flight movement cap and to consider the Richmond RAAF base as a "perfect" secondary location.

TRENT lures newbies

NEW Zealand's annual tourism showcase TRENT has attracted over 270 Kiwi-based tourism operators - 10% of who are first time exhibitors at the show.

Aside from new sellers, a number of exhibitors will help to show off close to 80 new products and services on offer across NZ to 314 potential buyers.

TRENT will be held between 07-10 May in Queenstown in the Southern Lakes district.

Sydney Tussauds open

MERLIN Entertainments has opened its first Australian Madame Tussaud's wax showcase in Sydney Darling Harbour today.

With sculpted luminaries including Brangelina and Johnny Depp, the celebrity museum will also feature a cavalcade of Aussie superstars including F1 ace Mark Webber, movie stars Nicole Kidman and Hugh Jackman plus the flamin' ridiculous Ray Meagher, aka *Home & Away's* Alf Stewart & pop superstar Delta Goodrem.

Emirates on Facebook

EMIRATES has joined the social networking landscape, launching its Facebook page.

The social platform provides fans with information about the Dubai-based carrier's history as well as photos, quizzes, surveys and sponsorship deals.

Since its debut on 25 Mar, the page is fast approaching around 300,000 'likes' - more details at www.facebook.com/Emirates.



Window Seat

TALK about star power!

China Southern Airlines has signed someone who looks suspiciously like George Gregan to run a new Sydney-based customer contact centre and social media program.

CZ Regional manager Australia/NZ Henry He admitted he doesn't know much about rugby, "but everyone tells me that just getting a George Gregan lookalike on our team amounts to a huge plus in this part of the world."

Azad Rehman has joined China Southern from his previous role with Air New Zealand - and unlike his rugby champion clone is an avowed All Black (and thus doesn't want the pic below widely disseminated in NZ!)

"If I can bring to China Southern's call centre and social media operations a fraction of what George Gregan brought to the Wallabies - even against the mighty All Blacks - then we'll be very quickly across the try line," Rehman quipped.



Will the real George Gregan please stand up?



Rd 7 Winner

CONGRATULATIONS

Maria Lamotta

from *Jetset Travel Hurstville*

Maria is the top point scorer for Round 7 of *Travel Daily's* NRL industry footy tipping competition and has won one night's accommodation at any Travelodge hotel across Australia, courtesy of Travelodge Hotels.



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Major Prize Sponsors

1st Prize: 4-night holiday to Dubai, courtesy of **Emirates** and **Holiday Inn**

2nd Prize: 5-night holiday to Vanuatu, courtesy of **Air Vanuatu** & **The Grand Hotel and Casino Vanuatu**

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With 5 Suite Ships in 2013, here's 5 Suite Facts to kick-start your 2013 Avalon sales.

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HA gets into the Aloha spirit



ABOVE: Hawaiian Airlines sales team recently attended the 2012 "Live the Sacred Teachings of Aloha" conference in Melbourne to brush up on the authentic elements of their Hawaiian inflight experience, learn about ancient Hawaiian teachings, learnt to speak some Hawaiian...and to

learn how to dance the Hula.

Two return tickets to Hawaii were up for grabs for conference participants, with the two winners, Jo Vella and Kay Russell, **pictured above** with the Hawaiian Airlines sales team Hugh Twomey, Sherilyn Robinson and Debra Hrvatin.

Christmas Early Birds from \$1129

[Click here for more details](#)



Philippine Airlines
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Satisfied hotel guests book again

HOTEL guests who had a recent satisfying experience at a hotel are more likely to be planning a trip in the near future than the rest of the population, Roy Morgan Research data suggests.

The research group found that 85% of satisfied hotel guests were planning to take a trip in the next 12 months, compared to 69% of the general Aussie population.

The poll also scored attitudes of satisfied guests towards holidays and advertising, with 72% of the 6,400 surveyed saying they were not interested in advertising posters in shopping centres, and 61% saying they can't help but notice advertising on buses.

Roy Morgan Research industry communications director Norman Morris said building brand loyalty in today's struggling tourism and travel market is a vital strategy for success.

"By being able to reach satisfied customers with marketing and advertising, a business increases

their chances of building relationships with these customers and securing their future business," Morris said.

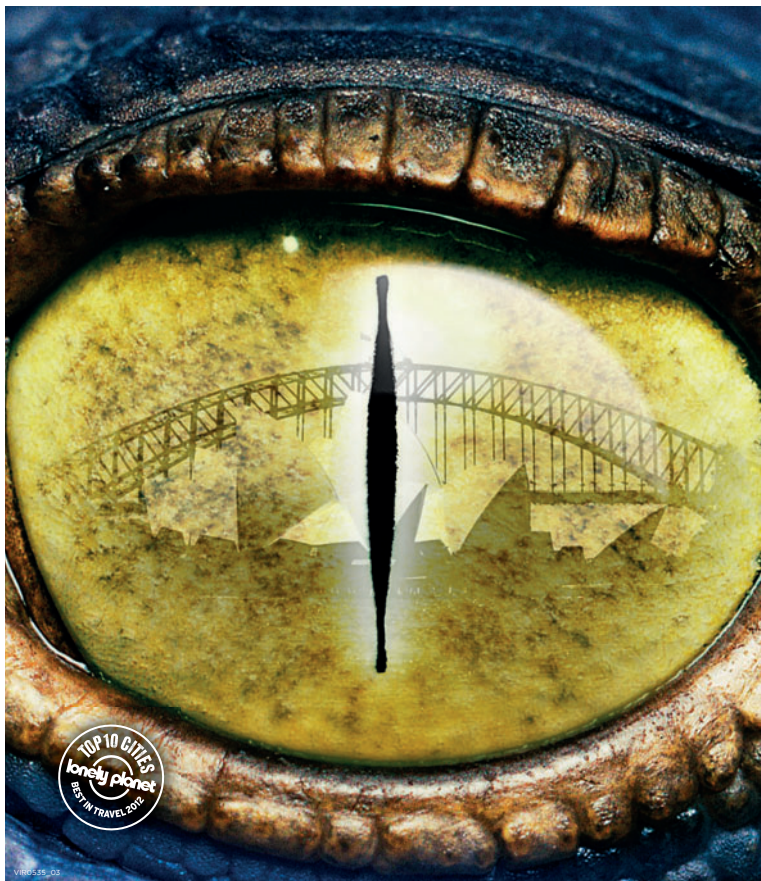
Just over half of respondents said they like to go away over weekends, as well as always being very active on holidays, while around 1/3 said they sometimes organised holidays on behalf of family and friends.

Air India cash injection

INDIA'S government has pledged to syphon 30 billion rupees (AU \$5.7 billion) into the cash-strapped flag carrier, Air India, over a nine year period.

The arrangement also sees Air India approved for the induction of 27 Boeing 787 *Dreamliner* aircraft and three 777-300s on sale and leaseback basis.

The Indian govt is also toying with the idea of allowing foreign carriers to invest in AI and other airlines by as much as 49 percent.



Darwin just got closer.

Now flying direct to Darwin from Sydney.

For the first time your Sydney guests can enjoy direct access to Australia's wildest capital city. As the gateway to the adventurous Top End, Darwin is the perfect place to discover majestic rainforests, unique wildlife, fiery sunsets and laid back city life. Little wonder Lonely Planet named Darwin in their top 10 cities to visit in 2012.

To book [click here](#).



australia

Monday 16th Apr 2012

Scoot GM Australia

SINGAPORE's soon to launch low-cost carrier Scoot has this afternoon announced the appointment of Darren Wright as its General Manager Australia.

CEO Campbell Wilson said the aviation professional has a strong network in Australia which will enable the carrier to "engage the Australian consumer, travel trade & authorities much more closely."

"Darren will also be keeping a lookout for new commercial opportunities and routes so that we can expand our current Australasian footprint of Sydney and the Gold Coast," he added.

Wright will be based on the Gold Coast from where he'll work with the carrier's commercial team in Singapore, with his responsibilities covering sales, marketing and distribution, operations, government relations, planning and more.

MEANWHILE, Scoot has announced it's inflight magazine - aptly entitled "Scoot", which will be produced quarterly.

Virgin drops TSV-OOL

VIRGIN Australia has confirmed it will axe its loss-making Gold Coast-Townsville services effective 03 May, citing poor revenue performance for the decision, despite overall network capacity to the Gold Coast increasing year-on-year.

"We remain committed to the Gold Coast market and have increased seats to the Gold Coast by 7% since last year," a Virgin spokesman told **Travel Daily**.

Rome bus hop bargain

TEMPO Holidays is offering a 25% discount on its Panoramic Rome hop-on, hop-off bus tour when booking two people online by 27 Apr, now priced at \$19 per person - phone 1300 362 844.

Titanic ticket winner

CONGRATS to Trendsetter Travel's Adrienne Witteman who was Fri's winner in our mini-comp to win a double pass to see the 3D remake of *Titanic*, courtesy of Tourism Ireland.

Silverwater correction

THE special offer featured for Silverwater Resort in **TD's** Travel Specials (**TD** Fri) expired in Mar.

MICE view of Singapore!



Qatar 787 US routes

QATAR Airways has outlined plans to begin operations to the US cities of Atlanta, Chicago, Boston and Detroit within the next 12 months.

CEO Akbar Al Baker said the Doha-based airline had wanted to launch the routes earlier but has been pegged back due to a delay in the delivery of Boeing's 787 *Dreamliner* aircraft.

QR has 60 787s on order with the aircraft manufacturer.

Al Baker also revealed plans to resume services to Rangoon in Oct.

Even bigger Celebrity

CELEBRITY Cruises has unveiled details of an even bigger 2013/14 Australian cruise season, with the liner set to operate 15 sailings.

The season commences on 04 Oct, with new voyages including three-night Sampler offerings as well as two Australia/NZ journeys which can be combined into a 35-night sailing.

Small Island Forum

LORD Howe Island will host the first Small Island Forum aimed at providing a platform for small Australian islands to discuss social, economic and environmental challenges and opportunities.

The five-day event will include govt officials and business firms and a panel of guest speakers.

It's being held from 30 Apr to 04 May - asifordhoweisland.com.

Macau visitors up

THE first three months of 2012 has seen a 15% year-on-year increase in the number of Aussie tourists visiting Macau.

March saw the number peak for the first quarter of the calendar year with a jump of nearly 20% in arrivals for the month alone.

ABOVE: Singapore Tourism Board hosted 18 key MICE agents to Singapore recently to showcase the city and dispel the myth that Singapore is little more than a stopover hub or contains nothing outside of Orchard Road.

In keeping with the theme of 'Get Lost & Find the real Singapore', the group were given tastes of some of the city's hidden gems including cooking schools on Pulau Ubin and a hard-hat tour of the new Gardens by the Bay project, which opens in Jun.

Taking time out with a breakfast experience spin on the Singapore Flyer, the group gathered together to be **pictured** for a group photo.

SINGAPORE AIRLINES



Passenger Sales Executive ACT (Permanent Part-Time)

Singapore Airlines requires a highly motivated and skilled Passenger Sales Executive to spearhead our sales efforts in the ACT. The position, based in Canberra, is responsible for managing relationships with key agency and corporate accounts in the ACT and achievement of set revenue targets. The successful candidate will possess:

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- The ability to work with minimal supervision
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This is a permanent part-time position, working from a home office base for a standard 30 hours per week. Singapore Airlines is offering an attractive salary package including travel benefits, medical insurance, superannuation and work from home allowances.

Written applications should be forwarded to Mr. James Dunne, Manager NSW/ACT, via email to Cecily_Woo@singaporeair.com.sg

Applications close Friday 27 April 2012.

WIN WITH VIRGIN ATLANTIC!



This week **Travel Daily** has teamed up with **Virgin Atlantic**

and today is giving one lucky reader the chance to win a pampering gift pack of Cowshed skin products.

For over 26 years, Virgin Atlantic has been one of the world's leading long haul airlines. The carrier's dedicated Groups Sales team offers tailor made solutions to meet the needs and objectives of its clients.

To win, simply be the first person to send in the answer to the question below to: vscomp@traveldaily.com.au

What is the dedicated agents website called for Virgin Atlantic?



Skywards suppress IT

THE Emirates frequent flyer program, Skywards, has put a hold on the redemption of miles on partner carrier Kingfisher Airlines' tickets, effective 12 Mar.

Christchurch "unsafe" perception

A PERCEPTION among the travelling public that the city of Christchurch in New Zealand is unsafe, in terms of the structural credibility of CBD buildings, is among reasons given by the Virgin Australia/Air New Zealand alliance in an ACCC submission as justification of reduced services to the city (**TD** Thu).

The carriers claim that with demand for air travel dropping significantly, the condition of no reduction in flights imposed by the ACCC in approving the alliance needs to be reviewed.

The Christchurch CBD remains closed, while continued warnings of aftershocks remain in place, which the airlines say continue to contribute to heavy drops in guest room nights & falling visitor numbers at key attractions, while the overall visitor drop was attributed to a public belief that the city is "unsafe", the carrier's submission claims.

The Mt Cavendish Gondola, the Tram, the Christchurch Art Gallery and the Christchurch Arts Centre all remain closed.

Tabs on bus. travellers

TRAVELPORT has launched a web-based reporting application dubbed Journey Reporter to enable companies to monitor the location of business travellers around the world, ensuring timely access to colleagues when urgent communication is required.

Sea Princess departs

THE departure of Princess Cruises' *Sea Princess* from Sydney on Sun has brought a record Australian summer cruise season to a close.

Sea Princess returns to Sydney in Oct for an extended deployment.

Express conf discount

INCREASED sponsorship levels from suppliers has enabled Express Ticketing to discount the delegate fees for its upcoming Select Conference, being held at the Centara Grand in Bangkok between 24-27 May, 2012.

Royal Brunei on fire

A ROYAL Brunei Airlines 777-200 made an emergency landing in Mumbai after a fire in the cargo hold of the aircraft yesterday.

No pax or crew were injured in the incident, but they were required to overnight in India as other flights were at capacity.

Following checks & repairs, the flight was scheduled to depart at 11:00am local time today.

Dubai cruise record

DUBAI Cruise Terminal set a new benchmark for cruise ship handling last Thu when five oceanliners docked at the Middle Eastern cruise hub in one day.

The vessels included *Queen Mary 2*, *Costa Victoria*, *Costa Favolosa*, *Pacific Princess* and *Silver Whisper*, and brought with them 15,000 pax and 4,000 crew.



Brochures of the Week

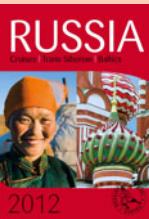
WELCOME to *Brochures of the Week*, Travel Daily's Mon feature.

If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Trafalgar - Europe and Britain Autumn, Winter and Spring Nov 2012 to Apr 2013

The new brochure features three additional itineraries to France, Italy and Morocco as well as savings of up to 36% compared to the summer months. A winter companion air deal offers a second client the chance to fly to Paris and Rome from \$999 when the first guest pays the normal air price and combines a Trafalgar guided holiday from \$1545pp - trafalgar.com.



Russian Travel Centre - Russia 2012

The 2012 Russia brochure offers a totally new, colourful format with many large, dramatic pictures of the destination and an easy to read layout. New offerings include a greatly expanded Trans Siberian rail program, Helsinki/Tallinn city combinations and news of the 2013 culinary tour with a surprise celebrity guest! For more information see - eetbtravel.com.



Newmans Holidays - New Zealand Ski Holidays 2012

The Newmans Holidays 2012 Ski New Zealand brochure features "Self Drive Packages" with 5 nights accom, 5 days car hire - with 4 rental choices in Jucy / Britz / Avis or Hertz and a 3 day ski pass.

OR interchange packages with return airport transfers, return mountain transfers for 5 days, 5 nights accommodation and 3 day ski pass. For quotes and

bookings call 1300 130 525 or email res@newmanshols.com.au.



Contiki - Latin America 2012/14

Costa Rica and Ecuador have been added to the 'hugely successful' Latin America brochure, bringing the number of itineraries up to 11 across six countries in South America, Mexico and Costa Rica. The 18-35 year old tour operator is offering small group tours to must-see destinations in the region including the Galapagos Islands, Amazon River and the Tortuguero rainforests.



Uniworld Boutique River Cruise Collection - 2013 Boutique River Cruises Preview

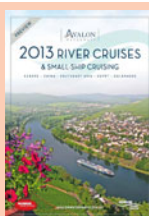
Uniworld says it will be the only major river cruise line to offer an itinerary in Italy along the Po River and the Venice Lagoon. It will also expand its fleet with the introduction of the *Queen Isabel* and the

River Orchid. The preview brochure is for clients looking to plan their trip in 2013 while paying 2012 prices with its pay in full and early booking discounts. The new booklet also offers six new itineraries including the 13 day "Splendours of Italy" and eight day "Venice and the Po River".



APT - Vietnam and Cambodia 2012/13

The second edition of APT's Vietnam brochure features two special dinners designed by celebrity chef and APT's Vietnam ambassador, Luke Nguyen. Nguyen has designed two enhancements for APT's 12, 15, 16, 19, 20 and 23-day land/cruising packages - a Signature Banquet on Mekong River cruises onboard *RV AmaLotus* and a 'Red Lantern' degustation dinner in Saigon.



Avalon Waterways - 2013 River Cruises and Small Ship Cruising preview

The fourth luxury Suite ship has been announced for Avalon Waterways European itineraries - the 64 cabin *Avalon Artistry II*. The new vessel will join the fleet in Apr 2013 with earlybird savings of up to \$1000 per couple being offered on bookings when purchased by 30 Jun, following the launch of the 2013 preview brochure.

AFL Rd 3 Winner

CONGRATULATIONS

Trish Cox

from American Express

Trish is the top point scorer for Round 3 of *Travel Daily's* AFL industry footy tipping competition, and has won a High Tea Cruise for two people, courtesy of **Captain Cook Cruises**.



Major Prize Sponsors

1st Prize: 4-night holiday to Dubai, courtesy of Emirates and Holiday Inn



2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & Iririki Island Resort & Spa



Ascott stay pay deals

THE Ascott Limited is offering a 3rd night free when booking two consecutive nights at Citadines on Bourke Melbourne or any Somerset Serviced Residence in Melbourne, Hobart and Perth, until 30 Sep.

LHR By Invitation

LONDON Heathrow Airport is opening up its exclusive 'Heathrow By Invitation' service - normally reserved for royalty, heads-of-state and diplomats - available to discerning travellers.

The VIP services provide pax with a dedicated private entry to the airport, private lounge for check-in and security procedures as well as personal limo service to the steps of the aircraft moments before the flight's departure.

Pitched as an "exclusive and sophisticated approach to international air travel," LHR's commercial director John Holland-Kaye says guests will rarely see another passenger.

"The entire experience is personally tailored and utterly enjoyable," Holland-Kaye said.

Vail closes out sale

VAIL Resorts Inc in the United States has closed on its sale for Kirkwood Mountain Resort in Lake Tahoe, California (**TD** 23 Feb) for approximately US\$18 million.

Monday 16th Apr 2012

Consolidated parties with UA

CONSOLIDATED Travel hosted cocktail parties in Sydney and Melbourne last month, with key industry partners offered a number of prizes.

Pictured right is the first prize winner, Corinne Heng from Travel.com (centre) with Deirdre Parks-Finch and Adam Shepherd of Consolidated Travel.



LEFT: Chris Petty, United Airlines; John Schulze of Show Capped Tours; and Dennis Alysandratos of Consolidated Travel.



RIGHT: Renaissance Tours was also a winner, taking home two tickets to San Francisco or Los Angeles.

Pictured are Max Adler, Renaissance Tours; Deirdre Parks-Finch, UA; Barbara Lischka, Renaissance Tours; and Suzie Ferreira Outeirinho of Consolidated Travel.



LEFT: Second prize, of a trip for two to SFO, went to Karen Mansour of Avgo Travel who is pictured second from left with Steve Alysandratos of Consolidated Travel, Deirdre Parks-Finch and Chris Petty from UA.



WIN A TRIP TO NEW CALEDONIA



Throughout April, **Travel Daily** is giving one lucky reader the chance to win an amazing holiday for two people to New Caledonia, courtesy of **New Caledonia Tourism, Aircalin** and **GLP Hotels**.

The prize includes Aircalin Return Airfares from SYD/BNE to Noumea, return airport transfers, three nights accommodation in a superior room at Le Nouvata Hotel Noumea, one night accommodation in an overwater bungalow at L'Escapade Island Resort including return boat transfers and a day trip to Amedee Lighthouse.

Every day **Travel Daily** will ask a different New Caledonia-related question - just read the issue and email us your answer. There will be 18 questions in total, which will also be posted on our website.

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 holiday to New Caledonia.

Q.9: What is the name of the main beach in Noumea where most of the hotels are located?

Email your answers to: newcalcomp@traveldaily.com.au

Hint! Visit www.noumeadiscovery.com

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.

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NOW IS A GREAT TIME TO REGISTER WITH THE AA EXECUTIVE TEAM

A RARE GEM WITHIN A GLOBAL LEADER HEAD OF CLIENT MANAGEMENT SYDNEY – ATTRACTIVE SALARY PACKAGE

This new senior role is responsible for managing a national Account Management team. To be selected for this coveted role you must have proven experience with large market clients and tenders, outstanding leadership & coaching skills, highly developed account management strategies, numeracy & analytical skills and advanced negotiation & communication skills. A great career move to a top global company.

A TRUE PARTNERSHIP TO THE BUSINESS DIRECTOR OF FINANCE SYDNEY – SALARY PACKAGE DOE

This diverse and multi-faceted role is sure to challenge the most seasoned Finance professional. If you enjoy working as a partner & advisor to the business, not just as a processor, this senior level operational finance position offers you the chance to make a difference. Provide leadership and insight in to the budgeting and planning processes to improve the performance of the business. Tertiary Quals and CA/CPA preferred.

WATCH YOUR CAREER FLY TO GREATER HEIGHTS SENIOR CORPORATE BDM - AIRLINE BRISBANE - SALARY PACKAGE \$110K

This outstanding Airline has a place for you in their BRISBANE team if you can tick all the right boxes. You will need to possess outstanding experience working in the Aviation sales arena with thorough knowledge of compiling and presenting large market tenders. Be part of this fantastic airline and watch your career soar to greater heights if you are a results-focused BDM with great connections. Aviation knowledge is a must!

HIT THE JACKPOT! ACCOUNT MANAGER/BDM – EVENTS & CONFERENCING MELBOURNE – SALARY PACKAGE TO \$85k

Do your skills in events and conferencing add up to the winning formula to take home this prized position? This outstanding company is looking for the best in the business when it comes to account management within events and your ability to manage client relations. Your go-getter attitude will also be able to source new business leads with your strong communication & presentation skills making new connections.

WORK YOUR LARGE MARKET CONNECTIONS CORPORATE SALES MANAGERS SYDNEY & MELBOURNE – SALARY PACKAGE OTE \$150K+

If you move within the large market corporate sector this role within a great brand will allow you to inspire a sales team to reach their full potential. Your capabilities within the corporate market include the ability to reach 'C' level executives within Top 500 companies and you'll have the ability to articulate your success. Be a part of the continued success of this great company and watch your career take off.

LEAD AND INSPIRE TO GROW THIS FUN BRAND REGIONAL HEAD OF SALES & MARKETING SYDNEY – SALARY PACKAGE OTE \$120K +

This exciting Travel Brand is looking for an innovate leader to grow the business in the Australasian market, managing sales & marketing activities and negotiating contracts to stimulate business growth. You will have strong strategic planning skills, financial acumen, P&L management, leadership skills and market intelligence. The strength of your relationships across the travel trade will lead to continued growth.

PRICING & REVENUE GURU PRODUCT – ONLINE RATES / REVENUE BRISBANE – SALARY PACKAGE OTE \$90K

Do you have the ability to drive margins to increase bottom line sales and have the ability to develop relationships with your suppliers so you can gain the best rates in the market? We want to hear from you. With your previous background working in online hotel distribution or within a larger hotel developing rate requirements you will have the ability to facilitate the price that has that competitive edge!

IMAGINE THIS PRODUCT ON YOUR CV BUSINESS DEVELOPMENT MANAGER – RETAIL MELBOURNE – SALARY PACKAGE TO \$75k + CAR

This brand new role has just hit the VIC market and requires the skills of an experienced travel BDM with connections in the VIC retail market. You will be target driven with a personality that can build lasting relationships to improve sales in the region working alongside your counterpart. You will know how to develop targeted marketing strategies that help individual agents to increase their business.

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

Anna Veitch
NSW & ACT
Ph: 02 9231 6377

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

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

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Inbound Groups Consultant - Sydney

- ▶ **Highly successful boutique Inbound company**
- ▶ Extremely knowledgeable & multi-lingual team
- ▶ Salary \$40K - \$55K DOE

This role involves selling Australian land content including accommodation, tours, transfers and activities to overseas markets. Tourplan & knowledge of domestic suppliers ess.

Call or [email](#) Kristi Gomm for more details

Multi Skilled Corporate Consultant - Nth Syd

- ▶ **This company offer Reward, Recognition & \$\$\$**
- ▶ Real opportunity for development and progression
- ▶ Salary up to \$65K OTE

Work on large accounts in a fun & social team environment. Ambitious and driven people who want to develop, progress to management and earn top \$\$ should apply!

Call or [email](#) Kelly Wellmore for more details

Online Cruise Consultant - Sydney

- ▶ **What are you worth? - \$40K, \$50K or \$60K**
- ▶ No weekends or Thursday nights
- ▶ Upmarket worldwide cruise product

This highly successful Cruise Company is looking for their next star! Online and phone consulting only, no face to face. Strong sales skills a must. You tell us what you're worth!

Call or [email](#) Kelly Wellmore for more details

Meetings, Groups & Events BDM - Melbourne

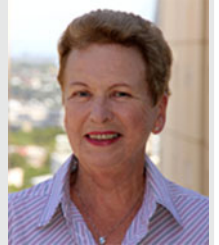
- ▶ **Exceptional support & career progression**
- ▶ Global corporate travel management company
- ▶ Excellent salary package + incentives

Love the Meetings, Groups & Events travel market? Do you have exceptional negotiation skills and get yourself in front of the right people at the right time? Then this role is for you!

Call or [email](#) Sandra Chiles for more details

Sandra's Top Job

General Manager Client Management



Sandra Chiles

- ▶ Global Corporate TMC
- ▶ Sydney base preferred
- ▶ Salary package negotiable to attract the best

In this role you will be leading and developing client relationships at a strategic level. You will also direct and mentor your Business Managers on a national level.

A six figure remuneration package comensurate with the responsibilities will be offered. You will also gain exposure to the leading corporate companies in Australia, receive ongoing training & support and be working with a travel company brand that will enhance your CV.

For a confidential discussion call Sandra Chiles, Managing Director, on 02 9278 5100 or after hours on 0419 148 557.

Alternatively [email](#) Sandra Chiles for more details

Commercial Analyst - Sydney

- ▶ **Sydney based role**
- ▶ Travel IT products
- ▶ Salary to \$65K + super

A leader in travel distribution services is seeking a Commercial Analyst to scrutinize data to ensure optimum product performance. Influence the direction of this global business.

Call or [email](#) Ben Carnegie for more details

Sales Representatives - Adventure Wholesaler

- ▶ **Positions in Sydney and Melbourne**
- ▶ Unique products, exciting destinations
- ▶ Salary \$55K + super + bonuses

As specialists in their field of adventure travel, it takes someone special to take ownership of these roles. Spend time on the open road, promoting the latest tours to get your adrenaline pumping!

Call or [email](#) Ben Carnegie for more details

twitter: @inplacejobs
jobs@inplacerecruitment.com.au

Call 02 9278 5100
1300 inPlace (1300 467 522)



Finding talent within the Australian Travel Industry

Reservations Support Consultant

Sydney - \$43K + Super - Ref 0050

Work for this global & recognised travel company in Sydney's CBD. As a Reservations Support Consultant, you will take incoming calls and queries, process data in the Calypso system and handle all back office functions including stop sells and extra allotment requests, etc. You will respond to supplier requests and accurately update the system. The successful candidate can expect a competitive salary plus super, career progression and excellent team support.

For more information call Natalie on (02) 9113 7272 or email natalie@traveltraderecruitment.com.au

Business Development Manager

Sydney - \$DOE - Ref 1014

Are you a Business Development Manager with a hunger for an exciting change? Have you got a solid business development background focusing on various corporate sectors? A leading transportation company are looking for Business Development Manager to help drive their brand and company further. You will be responsible for building rapport, identifying commercial opportunities and developing relationships, whilst able to gain commitment from customers.

For more information call Cliff on (02) 9113 7272 or email cliff@traveltraderecruitment.com.au

Product Manager

Brisbane - \$80K Package + Super - Ref 0077

Use your negotiation ability and fantastic relationship building skills working as a Product Manager in this Global Travel Company. Your experience within the travel industry will be key for this vacancy. Your skills will include managing key accounts, developing & implementing dynamic business strategies, handling financial budgets, contracting hotels, car hire & land arrangements, and maintaining relationships, whilst ensuring your contracted global rates are competitive in the market place.

For more information call Lisa on (02) 9113 7272 or email lisa@traveltraderecruitment.com.au

Corporate Travel Specialist

Perth - \$55-60K + Incentive - Ref 1024

Are you an experienced Corporate Travel Specialist looking for a new challenge with a leading independent travel management company, based in Perth? This city centre based office is looking for a talented travel professional to join their dynamic team. Renowned for their exceptional travel service over the years, you could be joining a great working environment and rewarded with an great base and very achievable incentives with no more weekends 'it's a win win'.

For more information call Cliff on (02) 9113 7272 or email cliff@traveltraderecruitment.com.au

Wholesale Travel Consultant

Sydney - Up to \$45K + Super + Targets - Ref 0054

Be part of this fun team in Sydney's CBD! Work as a Wholesale Travel Consultant and sell International holiday travel plans by using your Galileo skills. You must have travel wholesale experience, have good worldwide travel experiences, solid communication skills and ability to work to sales targets and team incentives. This reputable travel company offers a dynamic working environment along with excellent career opportunities. Sound like you? Apply now, start tomorrow!

For more information call Lisa on (02) 9113 7272 or email lisa@traveltraderecruitment.com.au

Luxury Travel Consultant

Sydney - \$40-50K + Super & Bonus - Ref 8423

Do you have extensive travel industry experience with long haul, high end luxury bookings? Yes, then this could be the role you have been waiting for! A niche travel agency in the Sydney area are looking for an experienced Senior Travel Consultant to join their friendly team. High end, repeat clientele are the focus here with lucrative bookings waiting to be made. Call me confidentially to discuss your next career move & this rare role in the Sydney travel market.

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au

Travel Consultant

Brisbane - \$40-\$50k + Super + Incentives - Ref 1425

Take the next step in your travel career with this leading boutique travel agency in the CBD. Utilise your travel industry skills and receive the financial rewards that you deserve. I am looking for someone with international travel consultancy experience and outstanding customer service skills. In return you will receive a very competitive salary and fantastic commissions plus industry perks and the chance to work with a leading player in the Brisbane travel market.

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au

Corporate Groups Flights Coordinator

Melbourne - \$Competitive - Ref 2011

Want a new challenge in your travel career? An experienced travel industry professional is needed with solid experience handling group travel. This fantastic opportunity is a step away from repetitive reservations and a move into an exciting and diverse position. A competitive salary is available depending on experience and the chance to work with a stable, secure and growing corporate company where your efforts are recognised with realistic career progression.

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au



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