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*Self serve snack bars available to Economy passengers on Airbus A380 and refurbished Boeing 747 aircraft. All flights are subject to last minute aircraft changes. Visit [qantas.com/travelclasses](https://www.qantas.com/travelclasses) for more details. Qantas Airways Limited ABN 16 009 661 901.

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Another QF reason

QANTAS is promoting its self-serve snack bars on A380s and selected 747s as part of its 'You're the reason we fly' campaign in the special front full page of today's issue of **Travel Daily**.

KE SYD reduction

KOREAN Air will reduce its daily flights between Seoul and Sydney to six per week (no Tue service) between 28 Oct and 19 Nov 2012.

Qantas maintains 65% line

QANTAS is set to boost domestic capacity by up to 11% as part of a commitment to maintaining a "profit-maximising 65% domestic market share."

The carrier this morning released its full year results to 30 Jun (**TD** breaking news) with an after-tax loss of \$244 million, driven by \$376 million in costs related to the transformation of its international operations.

CEO Alan Joyce said the "underlying" profit before tax was \$95 million, with the company seeing record results for both Jetstar and the frequent flyer division.

He said the result was in line with previous guidance, with the figures also affected by a record fuel bill, up 18% to \$4.3 billion.

There was also \$194 million in costs relating to the prolonged industrial dispute last year, with Joyce saying "clearly we have been through an exceptional period".

He also revealed the cancellation of orders for 35 Boeing 787-9 aircraft due to "lower growth requirements in this uncertain global context".

Jetstar will continue to receive its first 15 planned 787-8 aircraft

in the second half of 2013, which will enable the Jetstar A330 fleet to transfer to Qantas - and in turn this will facilitate the eventual retirement of the QF 767 fleet by the end of 2015.

The cancelled 787-9 orders will still see 50 of these aircraft begin arriving in 2016 - two years later than previously scheduled.

Joyce was upbeat about the prospects for the carrier, saying "we have the two most profitable airlines in Australia" including an estimated 84% share of the country's corporate client base.

Underlying earnings for Jetstar amounted to \$203m, up 20% on the prior year with ancillary revenue up a healthy 27%.

QF Frequent Flyer contributed \$231m in profit to the result, now with a whopping 8.6m members.

TD's Amazing winner

CONGRATULATIONS to Elizabeth Drysdale from Elite Business Travel in Parramatta, NSW who was quickest off the mark to answer the question in yesterday's Amazing Race celebrity interview competition.

Elizabeth has won two Gold Class movie tickets for knowing that "Australia" is actually in Cuba.

Eight pages of news

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Travel Trade Recruitment
- Simulate.aero

New CX SWP manager

CATHAY Pacific has named Dominic Perret as its new General Manager for Southwest Pacific.

He replaces Dane Cheng, who's now Cathay Pacific gm China.

Perret has been with the Swire Group since 2000, in roles incl CX Country Manager Korea as well as Southern Africa & Indian Ocean, plus his most recent position as Hong Kong-based Manager of Corporate Sales.

More appointments on p7.

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Hertz Qld expansion

HERTZ has launched two new rental locations in the Queensland regional town of Moranbah to support the region's burgeoning coal mining industry.

The offices include a 7 day per week operation at the airport, plus a town centre outlet six days per week, with inventory including 4WDs, SUVs, 12 seater vans and people movers.

Moranbah is about 200km west of Mackay.

Wotif to focus on packages

ONLINE agency Wotif.com has signalled a move into holiday packaging, as it reported a significant uplift in its air ticketing volumes over the last 12 months.

According to the Wotif annual report released last evening, the company's profit was up 14% to \$58 million, "returning the group to record-breaking form".

Total transaction value was up 5% to \$1.043 billion, and the company said its entry into the flights market had produced "strong and profitable growth".

Flights now represent 9% of all travel transactions processed by Wotif, with total flight TTV amounting to \$117.8 million - up 30% on the previous year - and producing \$13.6m in revenue.

CEO Robbie Cooke said Wotif sold one in every ten hotel beds in Australia, and its success in cross-selling flights augurs well for the recently launched holiday homes addition to the site.

He said there is no sign of any weakening in the Australian dollar and it's therefore "reasonable to assume that our international flights business will continue to be a beneficiary of the cycle".

However, this in turn means that "leisure sales of Australian accommodation will remain unremarkable," Cooke forecast.

He said Wotif was continuing to seek new channels for the "robust" corporate sector, and highlighted Wotif's exceptional brand awareness which means the company has a low reliance on Google for bookings.

In fact more than 50% of those booking directly type in 'wotif.com' in their browser.

Cooke said that the growing appetite of Australians to holiday overseas meant the company would spend the next 12 months developing a package holiday product to compete with "bricks and mortar" travel agents.

EY Casablanca, Tokyo

ETIHAD Airways has announced an increase in its services to both Casablanca and Tokyo, with the current five times per week operation to both the Moroccan and Japanese capitals lifting to daily from next year.

The Casablanca three-class A330 flights go daily from 31 Mar, while the Abu Dhabi-Tokyo Narita two-class A330-200 services increase to seven per week effective from 02 Apr.

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SYD claims plenty of capacity

SYDNEY Airport has downplayed claims that it is "full," with just 61% of slots currently in use and more than \$2 billion invested since it was privatised to lift capacity.

The details were included in the airport's six monthly results released today, showing a healthy \$412.1 million pretax profit on total revenue of \$503.6m, up 6.6%.

CEO Kerrie Mather said highlights of the period included

new services by low-cost Asian airlines AirAsiaX and Scoot, and a new Tiger Airways aircraft base.

Traffic for the half year increased by 1.6%, with a total of 17.7 million pax passing through.

Retail revenues grew 6.4% for the half year, driven largely by int'l passenger growth, with new retail openings by Victoria's Secret and a number of dining and technology outlets.

The airport reported higher than expected revenues from ground transport, property and car rental operations, with capacity spikes following the completion of the new \$47m car-park at Int'l.

Mather added the airport had set itself up for a future level of profit certainty, adding that all int'l airlines had agreed to a three year extension to base charges.

Cypress Lakes sale

JONES Lang Lasalle Hotels is marketing the Cypress Lakes Golf Resort in the NSW Hunter Valley, as well as the collection of Golden Door retreats at Elysia Hunter Valley, Salt Village in northern NSW, and Willow Vale and the Mirage Resort on the Gold Coast.

The resort sale includes four extensive conference venues, a championship 18-hole golf course and management rights over about 125 villas which are currently operating as Grand Mercure Apartments.

The properties are currently owned by Singapore-listed casino operator Lasseters International, which also owns the Alice Springs hotel and casino.

Expressions of interest are being invited for the portfolio or individually, with some reports valuing the assets at up to \$30m.

Window Seat

BE SURE to bring extra golf balls.

You would think there are some physical limitations to where one can build a golf course, but apparently not, with the Maldives govt unveiling plans to develop a floating golf course in the Indian Ocean.

The project comes amid fears many Maldivian islands will soon sink into the sea, with the country situated no more than five feet above sea level and prompting the government to build artificial floating islands.

The course is expected to cost US\$520 million, will be built in India or the Middle East, before simply being towed to its location off the coast of Male and is estimated to be open for players late next year.

Each hole will unsurprisingly boast panoramic ocean views, with the clubhouse to be situated entirely underwater.

A WOMAN has taken a very quick trip from Pakistan to Paris, after sleeping right through the landing and then travelling on the return flight to Lahore.

Pakistan International Airlines has launched a probe into how ground crew and cleaners failed to notice the woman during the two hour stopover in Paris, leaving her to sleep rather than getting her to disembark.

She didn't raise her mistake with the cabin crew, and the long flight only came to light when she was stopped by officials on arrival in Pakistan after the 12000km round trip.


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Agents win with SureSave

RIGHT: Stephanie Okeil of Donna Barlow Travel in NSW was one of 45 lucky agents who won cash prizes worth up to \$500 each in the SureSave Travel Games, which took place across the country over the last three weeks - coinciding with the London Olympics.



Okeil is pictured above accepting her prize from James Lenehan of SureSave.

And left is one of the creative entries in the first week's 'Happy Snaps' competition.

All of the winners are listed on the SureSave website at suresave.net.au/games.

Village undampened

VILLAGE Roadshow says that despite record rainfall on the Gold Coast last year, as well as the "continued decline in domestic tourism to the area," pretax earnings for its theme park division improved slightly to \$87.4 million over the last 12 months.

Gold Coast theme parks include Warner Bros Movie World, Sea World and Wet'n'Wild, with the firm citing its ongoing focus on season pass sales and cost control for the performance.

The company is looking forward to next month's opening of the new *Justice League Alien Invasion* 3D dark ride at Movie World and the new animatronic dinosaur exhibition at Sea World.

The company also said that it "firmly believes that Wet'n'Wild Sydney will be the best water park in the world" when it opens to the public in Dec 2013.

The \$120m project will feature Australia's first Surf Pool.

SFO winners

ANNA Powell of MTA Travel in Robina, Qld has won two United Airlines tickets to New York via San Francisco and five nights at the Beacon Hotel, after been named as the grand prize winner of a training incentive about San Francisco International Airport.

The runner-up was Carmen Ward from HWT Gladstone, who has won UA flights for two to SFO plus three nights accom at the Hotel Carlton.

Jetstar Pacific fleet

JETSTAR Pacific has this month take delivery of a new A320 aircraft, as the next step in a fleet plan to move to an all-Airbus operation as part of a cost-reduction strategy to utilise more fuel-efficient aircraft.

The arrival will allow the airline to retire one of its ageing B737-400s, with four remaining 737s to be gradually phased out of service in 2013.

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Ardent visitors dive

DREAMWORLD & White Water World parent company Ardent Leisure has this morning reported a 7.7% drop in revenue to \$93.7m for its theme park interests for the full year to 30 Jun 2012.

The division recorded a 21.8% drop in visitation, with high rainfall meaning almost 600,000 fewer guests entered the parks.

Pretax earnings for the division fell 10.4% to \$28.9m but new initiatives incl Big Brother are expected to help lift performance.

UA outlines 787 routes

UNITED Airlines has released initial details of its planned 787 operations - and as expected, Auckland is no longer on the list.

The carrier will take delivery of its first 787 in the next month or so, and as well as operating on some domestic routes (Houston-Los Angeles and Houston-Denver) international operations will include Houston-Amsterdam from 04 Dec, Los Angeles-Tokyo from 03 Jan, Houston-Lagos from 07 Jan and Houston-London Heathrow from 04 Feb.

Later in the year, the UA 787s are expected to operate Los Angeles-Shanghai and Denver-Tokyo, with four *Dreamliners* to be delivered by Dec this year and two more by the end of Mar 2013.

AY expands with AB

FINNAIR and airberlin have announced an expansion of their codeshare partnership, with the AY code to be added to AB flights departing from Scandinavia to Berlin as well as from Berlin to Abu Dhabi, while airberlin will codeshare on domestic AY flights and services to Estonia eff 28 Oct.

50 new ICCA members

THE International Cruise Council Australasia says the upcoming National Cruise Week (03-09 Sep) has seen more than fifty travel agencies in Australia and New Zealand join the organisation.

ICCA gm Brett Jardine said the surge was the biggest monthly intake in over a decade.

He also urged participating agents to highlight any Cruise Week related events by sending details to info@cruising.org.au.



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California is the perfect match



CALIFORNIA put forward a compelling case for the continued affections of Sydney's agents in an all singing, all dancing way at the annual Destination California roadshow at the Westin Hotel.

Seats were snapped up by the trade within a day for all three shows, which included one in Melbourne earlier this week, and Auckland on 27 Aug.

More than 20 suppliers were in attendance, from regions such as Anaheim and Orange County, to Palm Springs, the Tahoe region & Santa Barbara to attractions incl Seaworld San Diego and Disney.

The audience was greeted by Hollywood mainstay Rob Lowe and given a video tour of the state's major attractions by Aussie expat music mogul Andrew G, with the underlying theme being "Find your perfect match".

This theme was delivered over the course of the night via a dating style format, in which each region and attraction was introduced in a way similar to that of a Miss Universe beauty pageant style, with each then interviewed on stage to deliver their pitches.

Beauty pageant contestants included "Miss Anaheim", "Miss Santa Monica", "Mr San Diego" and "Mr Downtown LA".

Over the course of the evening, the audience was set challenges based on things they had learned, including writing an original rap song based on California, and then to perform it on stage.

The three groups rapped like professionals, with the crowd voting overwhelmingly in favour of the most animated team, who timed their rap to Queen's classic rock anthem "We Will Rock You".

Concluding the evening's festivities were Tristan Freedman of Visit California and Nick Zaferis of Hertz, who showcased their latest California performance, this year to the tune of the Beach Boys.

Pictured above are the 22 Californian suppliers, with the Visit California team.



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ATEC earlybirds

THE Australian Tourism Export Council has opened registrations for ATEC members wanting to attend its Meeting Place 2012 which takes place 27-29 Nov at the Sydney Hilton Hotel.

Savings of \$250 per delegate are on offer, with the event including Jeff Kennett as a keynote speaker - atec.net.au.

Kenyan air crash

A SMALL plane operated by Kenyan carrier Mombasa Air has crashed in the Masai Mara Game Reserve, seriously injuring six tourists on board as it attempted to land at Ngerede Airstrip.

Two passengers and the two pilots were killed, with those on board including Germans, Americans and Czechs.

SeaDream's number

THE correct phone number for Julie Denovan of SeaDream Yacht Club (**TD** yest.) is 02 9958 4444.

She can also be contacted on judenovan@seadreamyachtclub.com.au.

Virgin music conduct

VIRGIN Australia has announced a partnership with the Australian Chamber Orchestra, becoming the Principal Partner of the musical ensemble.

The deal is the airline's first performing arts sponsorship, and will see the airline provide air transport for the orchestra domestically and internationally.

It will take effect from the start of the 2013 season on 01 Sep.

AY wins a Gem...Ezy

CONGRATS to Gem Ezy from NSW and Claremont Cruises from WA, which have both won a return ticket to Europe with Finnair in Consolidated Travel's recent promotion for being the two highestselling stores for AY tickets over the promotion.

New United P-service

UNITED Airlines will revamp its B757 aircraft operating Premium Service transcontinental services between New York and Los Angeles / San Francisco.

Set to begin in Oct and conclude midway through next year, the carrier will replace seats, internal walls, flooring, toilets, rubbish bins and galleys and will remove First Class, to be replaced with lie-flat Business Class seats.

Swissotel on show to business



UPMARKET hotel brand Swissotel is in the midst of a large expansion program across the globe over the next four years, with properties already open or to be opening soon in seven different countries.

For the local business market, the paint has barely dried on new conference and meeting facilities at the Swissotel Sydney, with the new facilities showcased at a briefing and luncheon yesterday.

The heritage listed Blaxland Ballroom has been refreshed, given a lift in ambience and accessibility to improve uses for the conferences & events market.

For smaller events, new audio

visual equipment through the newly appointed AVPartners will improve delivery and networking, while a new look for meetings and smaller events is sure to provide a boost to bookings.

Diners can look forward to a reinvigorated experience at the refreshed Jpb Restaurant and Crossroads Bar, with a Swiss Executive Club Lounge also fresh from the decorators palette.

On hand to unveil the new facilities was Swissotel Asia-Pacific media relations director Susie Lim-Kannan, who is **pictured** above right with Swissotel Sydney general manager Daniel Fueglistler.

The Emirates A380, arriving in Melbourne 2nd October

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AUH F1 tickets on sale

ADVENTURE World has released travel and ticket packages for the Abu Dhabi Formula 1 Grand Prix, with two-day pass, flights & hotel deals starting at \$3759ppts.



On the Italian rails

CIT Holidays, together with Rail Europe last night hosted a group of top selling agents to an "Italian Night Out" in Sydney to update them on new rail services soon to be launched in Italy.

At the function, CIT announced that it had reduced prices by 15% on all brochure product including tours and rail travel.

In addition, a 20% discount would apply to Eurail, BritRail and German Rail prices and it would also offer a Swiss Pass 2 for 1 promotion for sale up to 29 Nov.

Rail Europe's Jason Tarabo told the agents that a new private rail

company called NTV was also now in direct competition with Italy's Trenitalia rail system having started service with 10 daily rail trips last April.

The fast-growing NTV line is owned by car maker Ferrari, and it plans to operate up to 50 daily frequencies by the end of the year with three classes – Club, Primo and Smart.

Its trains would travel at 300 km/h through Italy and will offer free wi-fi, movies and an on-board restaurant.

"We believe NTV's entry into the popular rail market will not only increase competition but improve service," said Tarabo.

"It's not available for sale here as yet, but it soon will be.

"We've seen non-stop growth in European rail travel for the past 15 months from Australia, it's the quickest and most comfortable way to get from A to B and travellers regard the high-speed trains as a tourist attraction in themselves," said Tarabo.

He pointed out that Trenitalia operates 56 trains a day to the main Italian cities and trips from Rome to Florence take just 95 min.

Pictured above are, from left: Rita Mardirossian, CIT Holidays; Sally Williams, Impulse Holidays Dural; Dorothy Roberts, HWT Mona Vale; and Jason Tarabo, Rail Europe.

ANA 787 domestics

ALL Nippon Airways is planning to operate its Boeing 787s on Japanese domestic routes from Haneda to Fukuoka, Hiroshima and Kagoshima from 28 Oct.

Industry Appointments



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THIS week's Industry Appointments column is brought to you by **inPlace Recruitment**. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Rendezvous Hospitality Group has appointed **Nicole Woolfe** as its Vice President of Sales, as part of a restructure involving seven changes to the evolving group's management. **Zsuzsanna Albrecht**, who was Director Distribution, is now Vice President Distribution & Marketing. **Shirley Dodt** is continuing as Director Leisure Sales, while **James Blanchett** has been appointed Associate Director National Sales Corporate & MICE. **Wendy Hill** is Associate Director Brand Marketing, while **Tim Birley** joins as Associate Director MICE. **Pooja Peeters** joins RHG as Manager Distribution, and finally **Katie Finlay** moves into the Coordinator Marketing role with Rendezvous.

Kelly Harrison is set to join **Tourism Australia** as its new Industry Events Manager, replacing Wendy Greenhalf who finished up last week. Kelly moves from her current role as National Events and Sponsorship Manager for the Australian Tourism Export Council.

Rarotonga's **Edgewater Resort & Spa** has appointed **Robert Taylor** as its new General Manager, moving back to the Cook Islands from his current role at Daydream Island Resort in the Whitsundays.

Corey Marshall is the new Account Director - Australia and New Zealand for **Travel Oregon**.

Scenic Tours and Evergreen Tours have welcomed **Ann Miller** as their new business development manager for Western Australia.

Trudy Cook has been appointed as the new Director of Sales and Marketing for **Palazzo Versace Gold Coast**. She joins Versace from Bangkok where she worked with Dusit Hotels & Resorts.

FCm Travel Solutions has appointed **Matthew Campbell** as its Network Systems Manager, with the aim of harmonising technology used in the global TMC's company-owned and affiliate operations worldwide.

Graham Yan has been named as chief executive officer of the Dynasty Hotel Group which operates **Heritage Hotel Management** in NZ.

SiteMinder has expanded its London office with the appointment of **Jason Lewis** as Director of Sales and Marketing for the Europe, Middle East and African markets, while **Cassian Silins** has taken his place as Head of Sales for Northern Europe.

Las Vegas relocations

HAWAIIAN Airlines and United Airlines this morning both moved their Las Vegas operations to LAS Terminal 3 which opened 27 Jun.

Virgin America, Alaska Airlines, Frontier Airlines, Sun Country and JetBlue also operate from T3.

Holiday Inn Parramatta

THE 181-room Clarion Hotel on the Park in Parramatta, NSW - until 2010 the Courtyard by Marriott - is set to become the Holiday Inn Parramatta, with InterContinental Hotels Group signing a ten year franchise deal.

The rebranding will become effective 18 Oct 2012.

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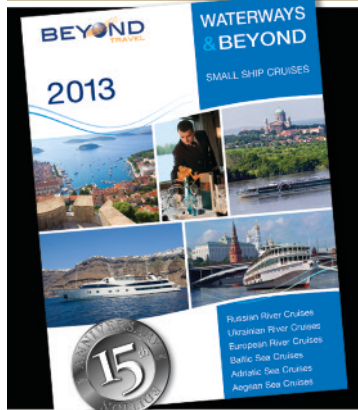
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AKA hits centre stage

AMERICAN luxury serviced residence operator AKA has partnered with New York's Magnet Theatre to offer guests the chance to learn drama and improvisation skills in its "AKA Live It" program.

With properties based in culturally rich cities such as New York, Philadelphia & Washington DC, the program is aimed at guests wishing to learn a new skill during stays of a week or longer.

BA new social sharing

BRITISH Airways has unveiled a new, free social sharing iPhone app as an extension of its "Perfect Days" Facebook app, allowing users to share their travel plans.

PER ILS upgrade

AIRSERVICES Australia has this week begun upgrading works on the instrument landing system at Perth Airport, with pilots having to instead use other navigation aids such as VHF and RNAV procedures during the project.

The upgrade has been timed to minimise disruptions, taking place before the peak season and during the most favourable weather season.

ILS at Perth is expected to be back in service by early Nov.

Entries open for AAA

ACCOMMODATION Association of Australia ceo Richard Munro has declared entries now open for the refreshed Accommodation Achievers Awards ceremony 2012.

Adopting a new format this year, entrants are asked to submit three-minute videos to Youtube over eight categories, with entries closing 19 Sep and the ceremony on 17 Oct - see www.aaoa.com.au.

WIN A TRIP FOR TWO TO MAURITIUS

Throughout August, **Travel Daily** is giving readers the chance to win a fabulous Mauritius holiday package for two valued at \$5300, courtesy of **Beachcomber** and **Air Mauritius**.

The prize includes two return economy class tickets flying Air Mauritius ex Perth; six nights twin share accommodation in a Superior room at the 4½ star Le Victoria Hotel; breakfast and dinner daily at the resort; selection of free water and land sports including water-skiing, sailing, wind-surfing, pedal boats, snorkelling & glass bottom boat trips, tennis, gymnasium; nightly entertainment; travel wallet and documentation.

Every day **Travel Daily** will ask a different Mauritius-related question – just read the issue and email us your answer. There will be 23 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 Mauritius holiday.

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

Q.17: Air Mauritius offer lie-flat seats at 175 degrees for extra comfort to their business class passengers.

What is the seat pitch?

Hint! Visit www.beachcomber.com.au/airmauritiustrip



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family of brands

Digital Marketing Manager

(Sydney based)

- Award winning wholesale tour operator
- Competitive package offered
- Great travel benefits and flexible work environment



This is a fantastic opportunity for a results driven individual who enjoys a hands-on working environment. As the Digital Marketing Manager you will be responsible for creating and executing all elements of the digital marketing strategy including SEO, SEM and Affiliates to deliver results.

Your responsibilities:

- Manage SEM expenditure, relationships and strategy
- Develop keywords; optimise meta-tag, title/page description and copy
- Lead key projects such as website development
- Ownership and management of all the technical platforms utilised by the marketing team
- Working with the marketing team to ensure online representation on all key projects such as product launches, travel trade and consumer marketing campaigns.

To succeed we're looking for a candidate with at least three years of experience with a proven track record. Travel industry experience desirable, but not essential.

For a full job description and to apply, please email your CV and covering letter to recruitment@globusfamily.com.au with the position title in the subject line by Friday 31st August 2012.

Please note: Applications will not be accepted via recruitment agencies before the closing date.

GLOBUS **COSMOS** **MoNoGRAMS** **AVALON**
WATERWAYS

Velocity exclusive sale

VIRGIN Australia today released a selection of sale fares to a range of destinations with special prices available exclusively to members of its Velocity loyalty scheme.

Examples include economy flights from Sydney to Brisbane or Melbourne for \$79, accessible by using the code VELPROMO.

Searches up for Coast

TRAVEL search site Skyscanner has reported a 111% year-on-year increase in online searches for flights to the Gold Coast in 2012, with Brisbane close behind, with a 97% jump and Hamilton Island showing a 94% rise.

HKT hits high capacity

A REPORT from C9 Hotelworks into the hotel industry in Phuket has found the popular hotspot chalked up a total of 2.32 million visitors in the first half of 2012.

The Phuket Mid-Year Hotel Update reported the island's hotels reported an average occupancy rate of 75% for the six months, up 8% on the corresponding period last year.

LH 747-8 to India

LUFTHANSA has opened reservations for its third Boeing 747-8I route, with daily flights between Frankfurt and Bangalore planned effective 14 Sep.

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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HOT ROLES OF THE WEEK

Corporate State Sales Manager
Brisbane, QLD

\$80,000 + fully maintained vehicle +
commission + Super

[CLICK FOR MORE](#)

Corporate Business Development Manager
Sydney, NSW

\$70,000 - \$75,000 + Super

[CLICK FOR MORE](#)

Assistant Manager - Corporate Travel (Groups & Events)
Sydney, NSW

\$60,000 + Super

[CLICK FOR MORE](#)

Corporate After Hours Consultants
Brisbane, QLD

\$30,000 - \$35,000 + Super

[CLICK FOR MORE](#)

Product Manager
Brisbane, QLD

\$60,000 - \$75,000 + Super
(opportunity to earn incentives)

[CLICK FOR MORE](#)

Ticketing Supervisor
Perth, WA

Up to \$50,000 + Super

[CLICK FOR MORE](#)

CASUAL ROLES

Multi Corporate Travel Temp
Sydney CBD, NSW

Up to \$27 per hour + Super

[CLICK FOR MORE](#)

Retail Travel Temp
Adelaide, SA

Up to \$25 per hour + Super

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SALES EXECUTIVE

SYDNEY – SALARY PACKAGE TO \$70k + benefits

If you're going to be in Sales you might as well have a beautiful product to take to market. Your agents will always welcome you as their Rep working for one of these fantastic wholesalers. You'll be managing a large territory, presenting at expos, info nights and conferences, so you'll have top notch communication and presentation skills. Brilliant travel benefits and overseas trips come with these positions

THE HUNGER & PASSION FOR SALES

CORPORATE BUSINESS DEVELOPMENT x 4

SYD & BNE - SALARY PACKAGES OTE \$130K - \$150K+

These roles require your skills in pipeline development, rapport building, delivering compelling pitches, negotiation skills and a real hunger to win. If you're self motivated and enjoy seeing the fruits of your labour turn into profits in your pocket, these are the roles for you! You'll be joining a leading organization that will support you with advanced technology, great people and a fantastic reputation.

GET MORE OUT OF YOUR RELATIONSHIPS

CORPORATE ACCOUNT MANAGER - TMC

SYDNEY & MELBOURNE – SALARY PACKAGE \$100K+

Time to bring your knowledge of corporate travel and client management to this growing organization that is making a strong name for itself in the corporate market, and will only get stronger. You will have a background in account management, being strategic and analytical with the ability to negotiate the best outcomes for both the business and the client. Grow your career with a growing company

FULL STEAM AHEAD IN EVENTS

EVENT MANAGER – CONFERENCE & INCENTIVE

SYDNEY – SALARY PACKAGE TO \$110K +

Bring your wealth of experience to this program management team and add an edge of creativity and innovation to the design & delivery of the product. Extensive background in incentive travel & event management is essential, as well as being a passionate leader of people with the motivation to drive team performance and service delivery to VIP clientele. Strong financial skills also required.

CLIMB THE LADDER OF SUCCESS

NATIONAL CORPORATE SALES MANAGER

MELBOURNE – PKG TO \$150k ++

It's not every day that an opportunity to take the top spot is available in Melbourne. Stepping into the National Sales role, you will be a key member of the executive team for this sensational brand, focusing on building relationships with your clients and driving sales growth. With your proactive approach and strong communication skills you can handle the toughest of clients with your winning attitude to secure the deal.

ANALYSTS - THE BEST ROLE FOR YOUR CAREER

SYSTEMS ANALYST

SYDNEY – EXCELLENT SALARY PKG DEP ON EXP

Join this forward moving operator using your analytical & accounting experience. Skills in UML with the ability to gather user requirements, creating cost estimates and writing user cases is a must along with experience in testing and preparing interface diagrams. With your strong background in IT analysis you will be able to show exceptional problem solving skills and an ability to find results.

EXCITING PRODUCT CONTRACT

PRODUCT MANAGER – HOTELS (12MTH CONTRACT)

BRISBANE - SALARY PKG OTE \$82k

Join a well established operator and use your talents in developing the best deals with hotels. This role needs a strong negotiator. With your fabulous communication skills you will have the ability to build close working relationships with your suppliers. You will also need the 'gift of the gab' to drive price competitiveness your way so you are on top of others in the market.

OLD TERRITORY IS ALL YOURS

ACCOUNT MANAGER – AGENCY BASED

BRISBANE – SALARY PKG TO \$90k

Love being the face of the product and building relationships with your agents? As the key account manager for the Queensland region you will be responsible for developing and sustaining close working relationships with your travel agents and travel partners. Part of this role also entails new business development but with Mon – Fri hours you will enjoy your weekends with this product Own car required.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Anna Veitch
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

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Working in partnership with the Australian Travel Industry

Senior Travel Consultant

Gold Coast - \$40-50K + Super + Bonus - Ref 3117A

Do you have extensive travel industry experience with long haul, high end and luxury bookings? Yes, then this could be the role you have been waiting for. A niche travel agency on the Gold Coast is 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 and this rare opportunity in the Queensland travel market.

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Corporate Business Development Mngr.

Sydney - \$Negotiable + Super + Targets - Ref 220

Climb the corporate ladder! If you're an experienced Business Development Manager in the travel industry, have acquired new travel business and have worked to sales targets, we want to hear from you! The successful, sales hungry professional will have solid experience sourcing new business, building relationships and want to work for this leading global travel company! You will also implement strategies and develop relationships with leading corporate clients.

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

Reservation Consultant

Sydney- \$DOE + Super + Bonus - Ref 2256-NCR

An amazing Reservations Consultant is needed to join this busy team. Located centrally in Sydney, you will offer packages from around the world with a strong focus on Europe, Asia and the USA. The ideal candidate will be sales focused and have outstanding product knowledge. You will offer an amazing service and exceptional product to meet and exceed expectations and set targets! Ideally you would have 18 months experience and love what you do!

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)

Travel Consultant

Adelaide - \$40-45K + Super + Incentives - Ref 2254-NCR

This is a wonderful role for an experienced consultant working for one of the leading independent travel agency's! Our client is looking for someone with GDS skills, fares and ticketing skills and exceptional product knowledge. This is an office with a real team atmosphere. You would organize holidays, from tours to the good old beach break, both domestic and international. Our client is looking for someone who loves what they do and who strives for success!

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)

Corporate Travel Consultant

Brisbane - Competitive + Super + Bonus - Ref 1334T

Calling experienced international and multi skilled Corporate Travel Consultants who are looking for their next career move. With exclusive clients to account manage and a fantastic team to work within, your skills and hard work will be recognised and rewarded in this leading TMC. A flexible and very competitive salary is offered with the opportunity to work for a corporate travel management leader. Apply in confidence today.

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Corporate Travel Consultant

Sydney - \$55K + Targets + Super - Ref 219

This global corporate travel company are searching for a star to join their expanding team. Priding themselves on high levels of travel service, they are looking for a Senior Corporate Consultant to join their busy & dynamic team. If you have 2 years international travel consulting experience and want to step away from a transactional role then look no further. This company with not only offer you a rewarding package but a fantastic career opportunities as well.

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

Wholesale Reservations Consultant

Melbourne - \$40K + Super + Targets - Ref 225

Are you looking for a change of scenery? This leading wholesaler in Melbourne's South is looking for a dedicated and passionate Reservation Travel Consultant to join their busy team. You will have some travel consultancy experience, have worked on a GDS for minimum 1 year and are happy to work to sales targets. You will have the opportunity to work with a fun and dynamic team and earn some great commission. If you are ready for the change, contact me today.

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

Product Coordinator

Perth - \$40-45K + Super + Bonus - Ref 2255-NCR

This is an exceptional opportunity to make the next step in your career in the travel industry. You will be the first point of call for all queries and questions to the product department, and gain valuable insight into negotiations, contacting and loading. This is an ideal role for someone who has been working in the travel industry who is looking for their next move! You will be well supported and be given some amazing opportunities!

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)

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