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# Travel Daily

First with the news

Thursday 6th December 2012



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ISSN 1834-3058

## Sanctuary Cove IHG

**INTERCONTINENTAL** Hotels Group has today debuted the first ever InterContinental Resort in Australia, as it assumes the management of the former Hyatt Regency Sanctuary Cove on the Gold Coast (**TD** 30 Aug).

Sanctuary Cove is owned by property giant Mulpha, which also owns Hayman and the Sydney InterContinental Hotel, which is also managed by InterContinental Hotels Group.

## Authority targets inbound

**THE** Travel Authority Group has unveiled its newest ventures in the form of specialist divisions to target inbound tourism, as well as the expansion of its fly-in fly-out mining and resources operation.

The new divisions were revealed last night by The Travel Authority managing director Peter Hosper at a function in Sydney.

Initially slated to launch in the second quarter of 2013, Hosper told **Travel Daily** the new entity would be an offshoot of The Travel Authority Group's existing Events Authority operation.

"We have an opportunity to do some business with partners that have approached us," Hosper said.

"The idea is that we have a certain series of business that we

have been approached to handle and we decided to raise that as The Inbound Travel Authority".

Initially, The Inbound Travel Authority will target the groups and incentives markets in South America, Hosper added.

Increased opportunities in the mining, gas and oil sectors will see the group also launch The Resource Travel Authority, a dedicated division to oversee and expand its operation, which will continue to be based in Perth.

Other existing operations under The Travel Authority Grp umbrella include The Events Authority and its leisure division, the Holiday & Cruise Authority.

## Shopping for survey

**DON'T** forget to take part in the survey being promoted via the front full page of today's **TD** for your chance to win a \$1000 shopping voucher.

## Air NZ boosts USA

**AIR** New Zealand will increase frequencies from Auckland to San Francisco and Vancouver from late Mar 2013, with SFO moving to daily and YVR operating up to five times per week.

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## Six pages of news

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Travel Trade Recruitment

## New tech head at QF

**QANTAS** has recruited Luc Hennekens to fill the position of chief technology officer, replacing Stephen Wilson, who departed earlier this year.

The role is responsible for the maintenance and development of the company's tech architecture and overall computing operation. More appointments on **page 6**.

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# Travel Daily

First with the news

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## Mayo begs to differ

**THE** war of words over the proposed Travel Industry Transition Plan reform program is continuing, with House of Travel ceo Barry Mayo this morning rebutting comments by rival home-based agency chief Roy Merricks (*TD* yesterday).

Mayo says House of Travel has been part of the process, providing submissions in Apr 2010, Apr 2011 and Oct 2012, and says he does not accept that the opportunity for debate has now passed.

"There is little doubt that the current regulatory framework has its faults and can be improved," he said, but urged "open-eyed and robust debate on how the industry is working now and how it will operate in the future".

Mayo said that as well as providing consumer protection, the TCF is a marketing advantage for Australian-based agents.

The gov't's decision on the TITP is expected tomorrow.

## Israeli body's QF/EK concern

**A NEW** York-based human rights organisation has weighed in to the ACCC's consideration of the proposed Qantas alliance with Emirates, writing to the Commission claiming "significant consumer risks for persons transiting via and visiting Dubai".

The Israel Law Centre in Brooklyn, which also has an office in Tel Aviv, says that marketing of the QF/EK partnership "will necessarily involve misleading and deceptive conduct regarding the suitability and safety of Dubai as a transit hub, stopover point and holiday destination".

The Centre's email cites a range of activities which are "both legal and common practice in Australia" but which are "serious crimes in the UAE" including the consumption of alcohol without a personal liquor license, de-facto relationships and homosexuality.

It also warns of reports that Dubai would deny access to

travellers with Israeli passport stamps - a move which has been denied by Foreign Minister Bob Carr, according to a report in today's *Australian*.

The UAE is a member of the Arab League which has an existing boycott against Israel, but Carr says that following Australian Embassy representations in Abu Dhabi, the UAE has confirmed it will not block entry to Australian travellers in Dubai who have Israeli passport stamps.

A previous warning in the Smartraveller advice for Dubai about Israeli passport stamps has now been deleted, with Qantas ceo Alan Joyce last week meeting with the Executive Council of Australian Jewry to address the concerns.

Interestingly, the map at the back of QF's *The Australian Way* magazine will from next month name the cities of Jerusalem and Tel Aviv which previously were not listed.

The Israel Law Centre also urged QF and EK to provide "prominent, ongoing and explicit warnings" about the strict UAE laws.

## Body scanners roll out

**QANTAS** is advising of the debut of the Federal Government's new full-body scanners at Australia's international airports in Sydney, Adelaide, Brisbane, Melbourne, Perth, Cairns, Darwin and the Gold Coast.

The launch of the machines was flagged by Minister for Transport & Infrastructure Anthony Albanese two years ago (*TD* 10 Feb 2010), as part of the government's Strengthening Aviation Security initiative.

Due to privacy concerns, the body scanners will produce a generic 'stick figure' with no identifying features or pax info.

Passengers who are selected to be screened must pass through the body scanner's 'millimetre wave technology', which the gov't says pose no safety concerns to persons with pacemakers or health risks to pregnant women.

People with serious medical conditions, infants and young children, along with wheelchair-bound passengers are excluded.

Those who refuse to be screened will be denied permission to board a flight for 24 hours.

See [www.bit.ly/fullbodyscan](http://www.bit.ly/fullbodyscan).

## FULFILLING

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**Travel Daily**  
on location at  
**Walt Disney World**

Today's issue of *TD* is coming to you from Orlando, Florida where Disney will today officially open the magical New Fantasyland attraction.

**WALT** Disney World's Magic Kingdom was established more than 40 years ago, and captures the essence of Disney characters including enchanted castles, beautiful princesses, evil queens, handsome heroes and much more.

The expansion includes the Enchanted Forest and Storybook Circus areas, bringing to life classic stories including *Beauty and the Beast* and *The Little Mermaid* in a fantastic interactive experience for guests.

Under the development, Fantasyland has doubled in size, and the iconic Cinderella Castle is joined by two majestic new edifices - *Beast's Castle* and *Prince Eric's Castle*.

Australians are in the top ten international visitor markets for Walt Disney World, with Orlando easily accessible via QF flights through Los Angeles or Dallas/Fort Worth, in partnership with American Airlines.

The Walt Disney World Resort collection includes Magic Kingdom alongside Disney's Hollywood Studios, EPCOT, Animal Kingdom and much more, including water parks, shopping and even mini golf.

## CATO refining non-residents

**THE** Council of Australian Tour Operators is considering changes to its non-resident membership category, aimed at boosting participant numbers and lifting the credibility of the category.

Other membership categories include wholesalers, associate members and tourist offices.

To be presented to members next year, chairman Rod Eather said plans are afoot to expand the non-resident membership, which currently has just one participant - Fez Travel of Turkey.

The change aspires to give CATO "more punch" in the local market, with potential overseas members

to have been qualified through an Australian counterpart.

He told members at last night's CATO meeting in Sydney the protocol for the revised model was "very important."

"We don't want to put ourselves in a position that jeopardises CATO if something was to happen to a passenger of an accredited member overseas."

"We want to make the non-resident membership more relevant and more beneficial," Eather said.

Eather added the group was evaluating the correct "criteria, eligibility and benefit for businesses overseas, and the benefit for them to us, without having the detriment of what to do when things go wrong."

Further details on the changes are expected to be communicated at the next CATO meeting.

**MEANWHILE**, CATO has added two new members, with Think Social Media and Switzerland Tourism joining the entity.

**FURTHER**, Eather said the CATO website is set for a revamp, and the group would soon introduce Facebook and Twitter accounts which will be used to promote the value of booking thru CATO.

## FAA 787 inspections

**US AUTHORITIES** has issued a directive for all Boeing 787 jets to be inspected for a faulty fuel-line after two aircraft suffered fuel leaks which could ultimately lead to the aircraft running out of fuel.

The Federal Aviation Admin. told *Dreamliner* operators yesterday the replacement part would take around 10 hours to fit and must be performed within 21 days.

## Tokoriki an 8Hotels

**FIJI'S** Tokoriki Island Resort has joined the 8Hotels Collection - the groups only property located in the South Pacific.

World Resorts of Distinction will continue to represent Tokoriki with wholesale & retail agent services.

## NT cruise booming

**THE** Northern Territory Govt has lauded the cruise industry for its aid in boosting the Territory's economy.

Minister for Transport Adam Giles said on Tue that cruise pax visiting Darwin last financial year spent an estimated \$8 million while ashore.

This year's "bumper cruise ship season" included four vessels in Darwin Harbour in about a week, including *Celebrity Solstice* which arrived at the NT hub last Fri.

"There are currently 63 cruise ships booked for the [2012/13] seasons which will provide a positive economic impact through port and ship servicing," he said.



**WE'VE** heard of spa treatments, but this is getting ridiculous.

A Ukranian businessman has developed what he calls 'Coffin Therapy', in which clients lie inside a casket in order to relax.

Stepan Piranyk has worked as an undertaker for years but has expanded his business to offer the new service to the living, with other benefits including "preparation for the afterlife".

Customers can choose from a variety of empty coffins in a special room complete with a soothing soundtrack featuring birdsong and waterfall noises.

"A wooden coffin has its own aura inside," he enthused, adding that putting the lid on was an optional extra.

**DISNEY** has really outdone itself with the creation of its latest accommodation offering at Walt Disney World in Florida.

The Art of Animation Resort, where *TD* is staying for today's New Fantasyland launch, has great family suites which sleep six and really keep the magic going during your visit.

There are various themes including *The Little Mermaid* and *Cars* where everything reflects Radiator Springs - even the bathrooms, as **pictured**.



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## JAL 787s to fly Delhi

JAPAN Airlines will operate its B787 Dreamliners to the Indian capital city of Delhi on its daily service from late Mar, replacing B777-200ERs, GDS displays show.

## SIC tick for Virgin/Skywest sale

VIRGIN Australia's proposed acquisition of WA-based regional carrier Skywest Airlines has been given the nod by the Securities Industry Council of Singapore.

The SIC approval is the first regulatory organisation approval required before the intended sale is completed, with decisions from the ACCC, the Australian Foreign Investment Review Board, the High Court of the Republic of Singapore and Skywest Airlines shareholders still pending.

Skywest Airlines Limited is the Singaporean holding company of Skywest Airlines.

Announced in a joint statement

this morning, the partners said they have now entered into an Implementation Agreement to begin adopting the scheme to divide shares and cash.

The planned deal will provide Virgin with a means to fast-track its advancements in the lucrative fly-in fly-out & regional markets, "increasing competition in these segments," the carriers said.

Skywest Directors will urge shareholders to vote in favour of the scheme once an independent financial review has been conducted, and "in the absence of a superior offer."

Once acquired, Skywest Airlines will become a part of the Virgin Australia brand.

The Australian Competition and Consumer Commission is expecting to provide results on its Informal Review by 31 Jan 2013.

## St Regis Mauritius

ST REGIS Hotels & Resorts has opened its maiden resort in Africa - The St Regis Mauritius Resort.

Positioned on the southwestern tip of the island, the property features 172 rooms and suites - all with Indian Ocean views - and is home to the region's first Iridium Spa.

## Radisson agent rate

THE Radisson Blu Edwardian Mercer Street Hotel in London is offering a special travel industry rate of £99 (AU\$152) per room, per night for a Double or Twin Superior room.

The offer is valid for travel from 21-26 Dec and 01-31 Jan, with a surcharge applying on Mon-Thu from 07 Jan.

Phone (03) 9520 2353 or email [whittys@radisson.com](mailto:whittys@radisson.com).

## Pullman into Vietnam

ACCOR continues to expand in the Asia Pacific, rolling out its first Pullman branded property in Vietnam and 34th in the region.

The 242-room Pullman Hanoi was previously the Hanoi Horizon Hotel and has recently undergone a comprehensive refurbishment.

## HKA representation

DISCOVER the World Marketing has ramped up its sales and marketing association with Hong Kong Airlines and Hong Kong Express, to represent the carrier in Singapore and the Philippines.

## Emirates tees off at The Lakes



EMIRATES Australasian vice-president Barry Brown yesterday held his most important meeting of the day at Sydney's The Lakes golf course, participating in the traditional pro-am tournament ahead of The Australian Open.

The world's best golfers are in town to try and take the coveted championship, with the challenging course tried out by Brown and his six-time golf major winning partner, Tom Watson.

Brown and Watson are pictured above with two EK crew members.

MEANWHILE, Emirates initiated services to its third French city, yesterday, with five weekly Airbus A330-500 services to Lyon.

The Lyon service is EK's fourth new European destination in 2012.

## Free Galapagos flight

G ADVENTURES is offering a free flight between the Peruvian capital of Lima and Quito in the Galapagos Islands for travellers who combine itineraries across the two destinations.

The special offer is valid on tours departing in 2013, with the flight between the two ports to be taken within 30 days following the end of the Peru itinerary.

## TQ merger complete

A MERGER between Events Queensland and Tourism Queensland has been completed with the passage of legislation creating the entity (TD 06 Nov).

The new department, named Tourism and Events Queensland, will remain under the control of Tourism and Major Events Minister Jann Stuckey.

## New Uniworld ships

BOUTIQUE river cruise operator Uniworld will introduce a new "super-ship" in 2014, to be named the *SS Catherine*.

The new vessel will operate on the Rhône and Saône rivers.

The *River Royale*, currently operating in this region, will move to the French Riviera, and will undergo major remodelling works along with the River Express.

## Arrive early to Scoot

SINGAPORE Airlines low-cost offshoot Scoot has launched an Early Check-in Service, allowing pax departing on flights up to 3am the next day the ability to check in between 3pm-10pm the day prior.

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## Mobile app by Rotana

MIDDLE-EAST hotel operator Rotana has launched a mobile app, which offers room bookings, as well as the ability to inform a hotel of pre-arrival information.

## Guide the way to a good cause

**FOLLOWING** the successful training and graduation of Dexter, a guide dog for the blind sponsored in 2011 by The Travel Authority Group, the company decided to expand its donation to the cause.

Unveiled last night at the Group's Christmas Party was Janey, a new puppy who will soon be put through the extensive training program to ready her to serve as an assistance animal for a visually impaired individual.

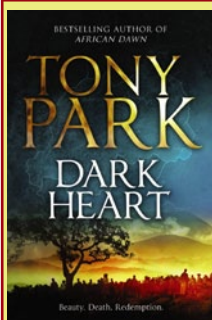
Janey was brought to the party



by handler Lillian from Guide Dogs Australia and instantly melted the hearts of event participants.

**Pictured** with Janey is The Travel Authority md Peter Hosper and director Sarah Bush.

## WIN A COPY OF "DARK HEART"



Each day this week, **Swagman Tours and Travel Daily** are giving readers the chance to win a copy

of Tony Park's latest novel, "Dark Heart".

Amidst the indestructible majesty and beauty of Africa, yesterday's merchants of death are dealing in a new currency - illegal traditional medicine and the barbaric live trade in endangered African wildlife.

To win a copy of the book, simply be the first reader to email the correct answer to the question below to: [darkheart@traveldaily.com.au](mailto:darkheart@traveldaily.com.au)

**Which African countries will Tony Park be escorting a tour to in 2013?**

Congratulations to yesterday's lucky winner, Campbell Squire from Jetset Black Rock.

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## 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](mailto:appointments@traveldaily.com.au).

**Jaclyn Thorne** has been appointed as the new General Manager of **Tourism Central Australia**. Thorne joins the organisation having recently headed up Tourism Barossa Incorporated.

Bringing over 30 years experience in senior management roles, **Peter Doggett** has been named as the new Chief Executive Officer for **Connecting Southern Gold Coast**. Doggett will be responsible for engaging with the Gold Coast City Council to develop southern regions.

Reporting directly to company president Douglas Anerson, **Carlson Wagonlit Travel** has recruited **Kevin O'Connor** as its new Executive Vice President and Chief Information Officer. Elsewhere, **CWT Meetings and Events** has announced the recruitment of **Steven Smith** as senior director, to be part of the CWT regional leadership team in Singapore.

**Greeley Koch** has this week commenced in his new role as Executive Director for **The Association of Corporate Travel Executives (ACTE)**. Koch brings more than 20 years experience in the corporate travel market.

**The AOT Group** has appointed **Morena Parati** as a locally based manager for the Italy market. Parati will be charged with developing and building on already strong inbound arrival numbers from the Italian market.

**Europcar** has appointed **Ross Gallagher** to the position of Inbound Sales Manager for Australia. Gallagher joins the rental firm with over 10 years experience, having previously worked with Awesome Adventures in Fiji.

Former Expedia marketer **Joana Barros** has been appointed to the role of Director of Regional Brand and Consumer Marketing for **HotelClub**. Barros will oversee marketing for HotelClub brands around the world.

Big changes at the helm of online travel group **Wotif**, with the news that the company had appointed **Scott Blume** as its new chief executive officer. Elsewhere, **David Do** has joined the board as a non-executive director.

**Ralf Bruegger** has commenced in his new role as Group General Manager for **Lilianfels, Echoes and the Hydro Majestic** in the Blue Mountains.

Luxury Tropical North Queensland resort **Hayman** has recruited **Scott Murray** as its new General Manager. Murray brings significant experience to the role from hotel management roles at the Royal Mirage and at the Intercontinental in Dubai, as well as other positions in Asia and the UK.

**Peppers Beach Club** in Port Douglas has a number of new faces, with **Jeremy Nordkamp** hired in the position of General Manager, with **Ralph Campbell** joining alongside at the property's new Executive Chef.

Filling a new vacancy, **Hertz** has welcomed **Matt Cantlon** to the new role of Loyalty and Partnership Marketing Manager for Australia and New Zealand. Cantlon will be based in the company's offices in Auckland.

**Emma Prineas** has joined the team at **Bill Peach Journeys** as Marketing and Communications Manager. Prineas replaces Allison Portus, who will remain with the company in a consultation role on PR & special projects.

Sydney's **The Star** has a new General Manager of Hotels in **Elisha Zhin**, who has joined the property. Zhin brings over 14 years of casino & hotel experience, having worked for the MGM Group in Las Vegas, the Four Seasons Group and involvement in setup of the MGM Grand Macau.

The **Hilton Surfers Paradise** hotel on the Gold Coast has welcomed **Chris Partridge** to the role of General Manager, starting in the role this month.

**Gavin Robertson** has been appointed to the position of Executive Chef to help diversify the F&B offerings at the **Crowne Plaza Hunter Valley**.



## Hahn Air turn on RAK

**E-TICKETING** specialist Hahn Air has activated interline e-ticketing with RAK Airways, which currently flies to 15 ports and is based in the UAE's Ras Al-Khaimah emirate.

## Raise glasses & toast to Australia

**TOURISM** Australia has today launched a new push to promote Australia's wine regions, signing an MoU with Wine Australia.

The three-year agreement will see the two organisations launch joint promotional efforts in key int'l markets heralding the elite standard of fine Australian wines.

TA managing director Andrew McEvoy said Australia's food and wine industries were key selling points for international visitors, according to recent research.

"By partnering with Wine Australia there is a greater opportunity to highlight Australia's world-class wine experiences as a further motivating factor for people to travel to and through Australia," McEvoy said.

"Regional areas can especially

benefit from the opportunities offered by Australia's wine experiences, especially when matched with our fine food offering," the TA boss added.

**MEANWHILE**, McEvoy has released an editorial via the TA "Essentials" newsletter in which he describes the current suspension of funding by Qantas as "an unhelpful distraction".

In his release, the TA chief described the 40-year relationship between itself and Qantas as "inextricably linked" by what both organisations do and that they remain open to discussions on resolving current differences.

McEvoy's comments also go into details on financial arrangements in place between the two parties (**TD Mon**) and that he hopes the two parties can re-establish ties.

## New Boeing division

**AIRCRAFT** manufacturer Boeing will create a new division in charge of aircraft development in order to significantly increase factory output of new planes.

The new wing will be separate to production and will handle the design and flight certification of aircraft designs that are still on the drawing board.

## Holiday Inn park & go

**AIRCRAFT** Holiday Inn properties in Sydney, Melbourne & Auckland have launched a "Park, Stay & Go" package for business travellers to ensure they are well taken care of prior to their journey.

Priced from \$199 per room, the package includes one-night accom at the HI Melbourne Airport with breakfast, airport transfers and seven nights secure car parking.

More details on 138 388.

## Celebrity delivery

**CELEBRITY** Cruises has taken delivery on the fifth and final ship in its Solstice class, with the *Celebrity Reflection* received into the Port of Miami ahead of its deployment into Europe.

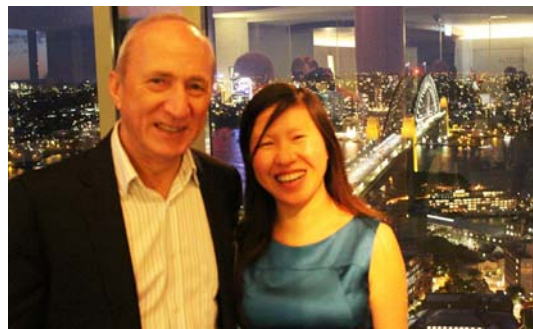
"*Celebrity Reflection* is a beautiful ship with many exciting new features", Celebrity cruises Australian ceo Gavin Smith said.

## Wendy Wu on top of the world

**CELEBRATING** a successful year in 2012 and the anticipation of bigger and better things in 2013, Wendy Wu Tours last night hosted many of her key clients, suppliers, wholesalers and agents to a Christmas party on top of the world.

Held at the Shangri-La's Blu Bar in an intimate setting on the 34th floor overlooking Sydney Harbour and the Harbour Bridge, Wendy Wu herself made a rare visit to Sydney to attend in person.

Wu expressed her gratitude on behalf of herself and her entire team for their outstanding efforts throughout 2012.

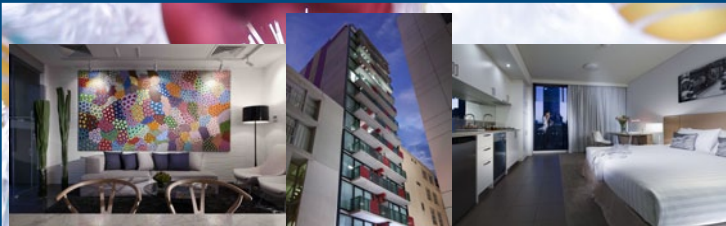


Anxious to introduce a number of things currently in the pipeline for 2013, Wu said the outlook for next year is very strong and that more great things were coming.

The gathered crowd of approx 50 people partook in an array of fine finger food selections and delectable desserts.

Wendy Wu is **pictured** above next to Australian managing director Alan Alcock.

## WIN TWO NIGHTS IN AT FRASER PLACE MELBOURNE!



*"It's beginning to look a lot like Christmas."*

*Travel Daily's popular Christmas photo competition is back!*

*Fraser Place has arrived in Melbourne with the launch of the brand new studio suite accommodation in a quintessential Melbourne city laneway.*



*Our good friends at **Fraser Place Melbourne** want to celebrate the festive season with the travel industry, and are asking you to send in your work Christmas party photos throughout December.*

*At the end of the month, the judges will select their favourite photo and the person who submitted this will win two nights accommodation for two guests in a brand new Studio Deluxe Suite, buffet breakfast for two on both mornings, complimentary internet and midday check-out.*

*Bonus points will be awarded for photos that include a copy of the Travel Daily issue.*

*So get into the spirit and start snapping, then email your festive photos (including names of the people pictured) to:*

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**Supplier Updates**

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WEEKLY



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## HOT ROLES OF THE WEEK

### Leisure Groups Consultant - Sydney CBD

- ✓ Are you in retail travel but are tired of face-face consulting? Move into a modern office environment before the new year!
- ✓ Minimum 1 year retail/wholesale experience
- ✓ Product & GDS cross-training provided
- ✓ Excellent salary on offer – Up to 60K PKG

*Please contact Jessica Tsolakis on 02 9231 6444  
or email [jessica@tmsap.com](mailto:jessica@tmsap.com)*

### Corporate Travel Manager - Brisbane

- ✓ Do you nurture and motivate your team?
- ✓ Are you respected in your role?
- ✓ This role is for Managers not Team Leaders
- ✓ You won't be consulting in this role
- ✓ We want highly motivated Managers to work in this busy, fast-paced environment

*Please contact Alex Sleba on 0402 289 769  
or email [alex@tmsap.com](mailto:alex@tmsap.com)*

### Int'l Travel Consultant (Cruise) - Sydney

- ✓ Join the booming Cruise Industry with an established cruise company in the CBD
- ✓ Book and sell cruising packages and leisure travel to the direct public and agents
- ✓ No face-face, this role is via phone & email only!

*Please contact Marie Anderson on 02 9231 6444  
or email [marie@tmsap.com](mailto:marie@tmsap.com)*

### Airline Temps Exclusively with TMS - Brisbane

- ✓ Exciting 4 month contract roles
- ✓ Work for a booming & growing airline
- ✓ This starts straight after Christmas
- ✓ GDS essential, Sabre or Galileo preferred
- ✓ Fast learners and service minded consultants

*Please contact Alex Sleba on 0402 289 769  
or email [alex@tmsap.com](mailto:alex@tmsap.com)*

### Online hotel account manager - Sydney

- ✓ Global online hotel company
- ✓ Excellent career opportunities
- ✓ Require strong customer service skills
- ✓ Exciting, young and dynamic culture
- ✓ Hotel background or digital desirable

*Please contact Sally Frape on 02 9231 6444  
or email [sally@tmsap.com](mailto:sally@tmsap.com)*

### Calypso Product Co-ordinators (Temp) - Sydney

- ✓ Inner West location, excellent hourly rate
- ✓ Immediate start – 2 months assignment
- ✓ Mon – Fri hours & close to public transport
- ✓ To be considered you must have previous Calypso and product loading experience


*Please contact Sharon Moss on 02 9231 6444  
or email [sharon@tmsap.com](mailto:sharon@tmsap.com)*

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## CONTINUE MOVING YOUR EXECUTIVE CAREER FORWARD WITH AA

### ANALYST AND REPORTING SUPERSTAR NEEDED COMMERCIAL ANALYST MANAGER –MAT LEAVE SYDNEY –PACKAGE TO \$110K

Bring your analysis, reporting and management skills to this great mat leave role. You will be managing the analysis and reporting of this company's commercial performance. You will have exceptional excel skills, hands on reporting experience, and have strong people management experience. You will be working closely with key internal stakeholders so a high level of communication is required.

### SOMETHING DIFFERENT IN CORPORATE CORPORATE PRODUCT COORDINATOR SYD SALARY PACKAGE TO \$70k

This sought after TMC have a vacancy within their sales and marketing team looking after key suppliers and building strong relationships. You will be the primary contact for suppliers working with them to ensure contract benefits are maximized. You will have a strong travel background with excellent excel skills and a strong commercial understanding. Great opportunity to start 2013 with something different.

### HAND OFFS LEADERSHIP IN BRISBANE CORPORATE TRAVEL TEAM LEADER BRISBANE – SALARY PACKAGE TO \$85K

Take the lead role within a brilliant travel operation, bringing your corporate knowledge and leadership skills. We're looking for someone who can manage workflows, statistics, KPI's and staff appraisals. You'll be a flexible 'can do' leader who is able to lead by example. This is a hands off consulting role. Your positive approach and knowledge will bring a breath of fresh air in to the team and secure your future.

### SENIOR ROLE IN THE TECH SPACE SENIOR PRODUCT MANAGER SYDNEY EXCELLENT SALARY PACKAGE

This senior role will see you leading a team to deliver the overall commercial performance of this product to meet market requirements. You will be liaising with key stakeholders and third party developers to ensure the market requirements are met. You will have a strong technical background preferably from a corporate travel space, have a strong commercial acumen and leadership skills.

### TAKE THE NEXT STEP IN YOUR SALES CAREER NATIONAL SALES MANAGER SYDNEY –SALARY PACKAGE \$95k plus

Make the move you won't regret! We're looking for a strong sales professional who has experience with national management. You will have extensive relationships across the trade and be known as a highly effective, professional and reliable person with the capabilities to grow a business. If you are ready for an exciting new challenge with a strong brand, this role is for you.

### ACCOUNT MANAGERS EAST AND WEST COAST CORPORATE ACCOUNT MANAGERS X 2 SYDNEY & PERTH– SALARY PACKAGE TO \$85k + INCENTIVES

You will have the skills and knowledge to drive solutions for your clients improving expenditure and creating a lasting impression which will retain clients for the future. As a master of building relationships you will know how to develop those key connections and gain their trust in your ability to do the best for them. Be rewarded with a great salary and stable work company that see growth year on year.

### LEADERSHIP ROLE IN THE CAPITAL CORPORATE TRAVEL SUPERVISOR CANBERRA– SALARY TO \$70K PLUS BONUS

Work for this TMC assisting on a large government account. You will assist the manager with daily duties including staff supervision and client enquiries; a big focus of this role is consulting so you must come from a hands on consulting background. If you are currently a 2IC and want to take the next step in your career this would be the perfect opportunity for you. Top salary on offer.

### JOIN THIS BOOMING SECTOR OF THE INDUSTRY OPERATIONS MANAGER (CRUISE) SYDNEY – SALARY PACKAGE \$100K+

This role is now available as a result of exciting growth within this large organisation. As an Operations Manager for this growing division your skills & experience will be drawn upon to shape the future of the business as it grows. You'll need experience managing large teams, implementing procedures, call centre background; good knowledge of cruise product would be an advantage.

## AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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[www.aaappointments.com](http://www.aaappointments.com)



*Working in partnership with the Australian Travel Industry*

### **Travel Supervisor**

**Sunshine Coast - \$Competitive - Ref 3071B**

Are you a travel industry professional with team leader experience looking for the next step in your career? This is a dream travel supervisory position located in the beautiful Sunshine Coast area. If you are sales savvy and can motivate and mentor a team then this successful branch want you on board to help lead them in their continued success. International product knowledge is a must along with a passion for travel. Call me today for a confidential discussion!

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

### **Ski Consultant**

**Sydney - \$40-45K + Super + Incentives - Ref 0358**

This is a fantastic chance to join an amazing company that focuses on Domestic Ski! You will be offered some fantastic support with this niche company, offering outstanding service and awesome product to repeat clientele. The ideal candidate would be highly organised and offer quotes by phone & email. This is an excellent role for a sales focused team player! If you are a genuine lover of winter sports, this is an ideal role! Get the ideal work life balance and be close to home.

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

### **Senior Travel Consultant**

**Melbourne - Up to \$65K + Super + Bonus - Ref 364**

Are you a Tramada expert and have solid Travel Consultant experience? This leading 'by appointment only' travel agency, located close by the CBD, are looking for a real team player to join their small and busy team. You will have solid GDS skills and be a Tramada Expert. With your solid Tramada skills you can expect a higher salary along with a fantastic yearly bonus. You will sell worldwide destinations and handle all call and email enquiries.

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

### **Senior Travel Consultant**

**Adelaide - \$40-42K + Super + Incentives - Ref 366**

Senior Travel Consultants wanted for this busy retail agency in Adelaide CBD. Your excellent knowledge of worldwide destinations along with your sales skills will be key for this vacancy. You will have outstanding customer service skills, be well presented and have a passion for the travel industry. This award winning agency is looking for minimum 2-3 years experience selling worldwide destinations. If this sounds like you, please call me today for further details.

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

### **Retail Travel Agency Manager**

**Sydney - \$DOE + Uncapped Commission - Ref 365**

What's the matter Parramatta? Say goodbye to the commute! Enjoy an excellent work life balance as Manager of this shop front for a large well respected name in travel. We're looking for a team leader who is looking for the next step or a manager looking to work closer to home. You will ideally have excellent product knowledge to pass on to your team and be a fantastic communicator, also a proven track record of hitting targets and helping your team do the same.

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

### **Product Loader - Temporary Role**

**Sydney - \$Excellent Rate p/h - Ref 0353**

Now is the time to work in a fantastic temporary role and earn some extra cash in time for the Silly Season! If you're looking for a fantastic temp role, Monday to Friday, and have experience in loading for the Calypso system, this is the role for you! This well established and respected company is getting ready for the busy season and needs experienced temp staff. Ideally you would be available now till Christmas with the opportunity to extend into the New Year!

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

### **Africa Travel Specialist**

**Melbourne - \$DOE + Super + Targets - Ref 322**

Do you know the big 5? Can you sell Kruger and Serengeti National Parks? If you are passionate about selling Africa and have travel consultant experience, then I want to hear from you. You will have second to none Customer Service skills and ability to meet the demands of high end clients. You'll be fluid in a GDS and have great attention to detail. Build tailor made itineraries and look after a booking from beginning to end.

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

### **Travel Consultant**

**Perth - \$DOE + Super + Targets - Ref 363**

Have you worked as a Travel Agent and would like a new & rewarding challenge? Or are you simply great at selling things, perhaps studied travel and would like a start in the industry? We are looking for a Full time Travel Consultant to work for this leading agency specialising in Events & Special package deals. You are required to work Monday to Friday only so claim back your weekends. Salary all depends on your experience and is negotiable. Join this fun team today!

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

**Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
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