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Travel Daily

First with the news

Thursday 2nd February 2012

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ISSN 1834-3058

NTIA sponsorship soaring

NOMINATIONS for the 2012 National Travel Industry Awards will open next Mon, but already the industry is in a frenzy of anticipation, with AFTA today confirming that all category sponsorships have already been confirmed and allocated.

AFTA marketing mgr Melinda Brown told **TD** there had been an "overwhelming response" from previous year sponsors, with the 2012 event - coinciding with AFTA's 55th anniversary - set to be the "best yet," she said.

The NTIA will culminate once again in a gala dinner at The Westin in Sydney, to be held on

Sat 21 Jul, and agents and suppliers can nominate online in 30 categories from 9am on 06 Feb.

No new categories have been added this year, but the 'Best Innovation in Marketing - Retail Agency' category has been revised and will instead become the 'Best Travel Agent Technology Innovation' award, for a tech solution which specifically targets Australian retail travel agents.

Category details are now online at afta.com.au, with Brown also confirming limited opportunities for Lucky Door Prize sponsors.

Excellent cruising...

ROYAL Caribbean Cruises is urging agents to complete all three training modules in its 'Cruising for Excellence' e-learning program, with the current incentive closing 12 Mar.

Agents can become an 'Admiral' by completing modules on Royal Caribbean, Celebrity and Azamara cruise products, with three "incredible cruise prizes" up for grabs - see the special front full page of today's *Travel Daily*.

What an issue!

Travel Daily's packed issue today has six pages of news and photos, a front full page for Royal Caribbean's Cruising for Excellence, on location reports from Bali and on board *Athena*, plus full pages: ([click](#))

- TMS Asia Pacific jobs
- AA Appointments jobs
- Garuda Visa onboard
- Consolidated/SQ incentive

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QF Mumbai changes

QANTAS has added Mumbai to the routes affected by its Joint Services Agreement economy class fare restructure (**TD 17 Jan**).

The new structure, which became effective yesterday, sees inventory classes S, Q and O dedicated to selling Australia-UK/Europe v.v. itineraries - including through services via Mumbai.

Classes L, V and N will cover mid-haul flights to SIN/HKG/BKK and now also Mumbai.

Travel future is education

A NEW University of Qld study has predicted major growth in the travel, leisure and tourism industry in the coming century, "as more people begin to define recreation as a learning and educational opportunity".

The research, conducted in partnership with Oregon State University in the USA, says that

increasingly affluent people around the world are seeing travel in new ways, and that "lifelong learning and personal enrichment can compete favourably with sandy beaches or thrill rides".

The academics say that a focus on "visitor free-choice learning in tourism experiences" reflected in the ongoing evolution of travel products "is just the beginning of a major shift reflecting how people want to spend their leisure time".

They said that more leisure time and the lower relative cost of travel has "opened the door for people to consider different types of recreation focused on intellectual engagement".

Anangu Tours halts

OUTBACK Indigenous touring firm Anangu Tours has suspended all tour services, effective 25 Jan, due to "operational reasons."

"Anangu Tours greatly regrets the necessity of taking this action, and we sincerely apologise for the inconvenience & disappointment this will no doubt cause," the company says on its website.

EVA to join Star

TAIWANESE carrier EVA Air look set to join the Star Alliance, with president Chang Kuo-Wei quoted in the *Taipei Times* saying a formal announcement would be made by the end of Mar.

CX extends earlybird

CATHAY Pacific has extended the sale period for its Europe earlybird fares, which are now available until 31 Mar for travel between 01 Apr and 31 Oct 2012.

Low season prices lead in at \$1,705 from Perth to Moscow, while Sydney-London starts at \$1,990 return in economy class.

QH Red Centre deals

QANTAS Hols is offering a bonus 5,000 QF Frequent Flyer points on flight and hotel packages flying QF or JQ anywhere in the Northern Territory, as part of a new Red Centre promotional campaign.

The offer is valid for bookings 01-29 Feb for travel 01 Feb-31 May 2012, with a lead-in deal at the Voyages Outback Pioneer at Ayers Rock Resort from \$325ppts for three nights incl breakfasts and airport transfers - 13 27 87.

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CLICK HERE for further details

Air Mauritius Aus traffic soars 37%

AUSTRALIAN tourist numbers flying to Mauritius with the destination's flag-carrier grew exponentially in 2011, surging by around 37% to 15,726.

Air Mauritius transported over 4,000 more Aussies last year than in 2010, without making any major capacity changes.

"It's an exceptional result," Air Mauritius manager Australia Steven Palombo told *Travel Daily*.

"Air Mauritius has worked very hard with our key wholesalers and travel agents across the country to raise awareness of Mauritius as a spectacular holiday destination for Aussies," he said.

Visitor numbers during the Dec peak season were down about 60 pax on the year prior (due to less seats offered), but those flights

departing were "close to capacity, if not absolutely full," he added.

MK operates a Perth and Sydney/Melbourne connector service to Mauritius each week.

Ferguson encourages Indigenous initiatives

FEDERAL Tourism Minister Martin Ferguson yesterday reiterated the govt's desire for a greater number of indigenous Australian projects in Western Australia.

Speaking at the launch of the Martu Business Development Unit in Newman WA, Ferguson said aside from the resources sector, eco-tourism & indigenous tourism "has the most employment potential in the Pilbara."

"I urge Indigenous Australians to make the most of all the advice and training on offer [via regional employment plans], whether it's working for an existing tourism firm, or striking out on your own," the Minister said.

Latest TCF additions

THE Travel Compensation Fund has admitted 10 new agency head offices in the second half of Jan 2012, with a bunch of interesting names among them.

New agencies include **Sanmanz Gone Global World Tours** of Miranda NSW (ABN:75 154 508 844); **Club Canine** of Elwood Vic (ABN:33 235 162 154); and **Tweetvel** of Hughesdale Vic (ABN:30 153 278 641).

Others include **Maverick Travel** of Samford (ABN:86 146 086 508) and **Travelscene Mount Isa** (ABN: 70 152 800 014) in Queensland; **Global Travel Directors** of St Ives (ABN:94 154 291 844); **GCA Travel** of Redfern (ABN:39 154 145 301); **Aoliday** of Hurstville (ABN:24 145 560 998) and **African Ubuntu Safaris** of North Sydney (ABN:18 153 603 322) - all in NSW - & **Zion Travel Management** in Parkwood WA (ABN:86 153 895 740).

Maverick Travel has registered a branch in Everton Park, Qld too.

Qantas free flights

PASSENGERS who were disrupted during last year's unprecedented grounding of the Qantas mainline fleet (**TD 29 Oct**) are now able to book their compensatory free flights almost a year in advance.

The deal, offered to thousands of passengers whose travel plans were upset by ceo Alan Joyce's stunning industrial move, is for a free direct return flight within Australia or between Australia and New Zealand, and passengers were sent electronic vouchers during Dec.

In an email received this week, voucher holders were told they can book now for any date available for search on qantas.com, with all travel to be completed by 14 Dec 2013.

Passengers are also able to use the free flight voucher for non-direct flights or as part of a booking with other passengers by making separate bookings and then calling 1300 366 587 to link the bookings together.

Mantra FNQ surge

MANTRA Group has reported a massive increase in bookings for Cairns and Palm Cove during the Chinese New Year period, with figures showing a 218% uplift in reservations over last year.

Room nights sold at Mantra's two Cairns hotels were three times higher than in 2011, and Peppers Beach Club & Spa in Palm Cove had its best ever CNY period.

Window Seat

QANTAS has attracted quirky headlines around the world this week, after passengers aboard a 767 which diverted to Mount Isa disembarked the aircraft with the help of a forklift.

The diversion was due to reports of smoke in the cabin - but in fact it turns out the issue was actually a really stinky nappy which had been dumped in the forward toilet.

Crew were worried that the offensive smell was related to a sewage leak which could have affected the plane's electrics, and so as a safety measure the aircraft landed at the Central Queensland airport which didn't have any suitable stairs for the Boeing wide-body.

All's well that ends well - and passengers on board praised the safety-first attitude of the crew as well as the generosity of Qantas which looked after them well on the ground including feeding them by "cleaning out Mt Isa of pizzas".



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Athena graces Sydney's shores



CLASSIC International Cruises' 580 passenger cruise ship, *Athena*, returned to Sydney for the first time in seven years yesterday during a one off round trip voyage from Adelaide to Eden, Sydney and Melbourne.

While *Athena* was in port, 160 Sydney travel agents and wholesalers took the opportunity to inspect the ship and were invited to an exclusive lunch.

The popular ship has seen its longest and most successful season in Australia over the 2011/12 summer period with CIC MD for Australia, Grant Hunter (pictured above onboard yesterday) saying repeat cruise passenger numbers were "extremely high".

"Business is up 7% and repeat passengers are up 52% on long cruises and 30% on short cruises.

"Between one third and half of all our Australian passengers have sailed with us before, which underlines our appeal and success," said Hunter.

"Unlike big new ships filled with distractions, *Athena* offers a return to traditional ocean cruising with personal, old fashioned service, fine cuisine and affordable fares...that you only get on a smaller vessel".

Hunter said *Athena* is in Australia for 191 days over the 2011/12 season - almost twice as long as the 98 days of its inaugural season four years ago.

CIC has been operating cruises in Australia for eight consecutive years out of Adelaide and will this year offer five cruises on *Athena*, as well as operating its first cruise from Fremantle to Japan.

New ports of call this year will include Darwin, Broome and Geraldton as part of its round trip cruise from Fremantle to Bali and Christmas Island.

See **page six** for an on location report from on board *Athena*.

Sabre TMC settlement

SABRE Travel Network has launched new technology in the United Kingdom that simplifies the payment processes for travel management companies.

The technology uses a "virtual-credit card" for clients, acting as a guarantee for reservations then charged at check-out, and automatically reconciles the booking to the payment.

Sabre says the "slick and easy-to-use system" will save valuable time and money on manual payment processes, such as the hotel bill-back payment scheme.

Other benefits include the elimination of payment card fraud, enabling of multiple payment & card partners and provides visibility of total spend.

Travel Settlement Services is a fully-automated process available to agents using the Sabre Red Workspace and is fully PCI compliant.

Sabre plans to roll out the new TMC technology beyond the UK to other global markets throughout the year.

Wolgan Valentine

WOLGAN Valley Resort & Spa has a two-night Valentine's Day package priced from \$1,485pp, valid for 10 to 14 Feb - a saving of about \$1,000 per couple.

Cathay Pacific upgrading res to Altea

A CHANGE over of reservation platforms by Cathay Pacific this month from its in-house system to Amadeus' Altea will result in the temporary suspension of some customer technology.

CX says the migration will see more than 1 million passenger bookings switched to Altea.

The carrier's website will go down from approximately 3pm Hong Kong time on 11 Feb and is expected to be back online by 8pm on 12 Feb.

Online check-in and self-service kiosks will be offline for most of the weekend, with pax advised to bring a hard copy of their eTicket to the airport.

Ticket sales and flight itinerary changes will not be possible until after the upgrade is completed, so passengers needing to make alterations to existing bookings, or new reservations are being encouraged to do so before Sat

week.

Cathay Pacific says it plans to stick to its normal flight schedule over the period as the cutover does not impact aircraft systems.

Pax can keep up to date during the switch via CX's Facebook page - facebook.com/cathaypacific.

InterCon Koh Samui

IHG Worldwide has announced the opening of its newest hotel, the InterContinental Samui Baan Taling Ngam Resort on the Thai island of Koh Samui.

The 79 room property features 12 Beachfront Pool Villas.

41 new Travelodges

UK BUDGET hotelier Travelodge will open 41 new properties in 2012 at an investment of £246m (A\$364m) - 11 of which are located in London - adding 3,610 rooms to the group's inventory.



PR & Travel Trade Account Manager - Sydney

Hill & Knowlton's travel and tourism division, Passport Marketing, currently has an exciting job opportunity available for a **PR & Travel Trade Account Manager**. This role is a full time position and will require you to work on multiple accounts such as Abu Dhabi Tourism Authority and Positively Wellington Tourism. You will need to be motivated, well organised and preferably have experience in a similar role.

Your responsibilities will include:

- Developing and maintaining relationships within the media and travel industry
- Coordinating and escorting media and trade familiarisation trips
- Developing and distributing media releases
- Developing and managing co-op marketing activities
- Travel agent and wholesale reservations staff training
- Coordinating in-market trade shows, consumer travel shows and attending retail travel conferences
- Organising media and trade events & promotions
- Assisting with the development of the in-market marketing and PR plans

You will need to have excellent written and oral communication skills, have eye for detail, be a confident presenter and have the ability to work autonomously. This role reports directly to the Director of Passport Marketing.

In return you will have the opportunity to be part of a dynamic team and work for exciting tourism destinations. You'll receive a competitive salary package (dependent on level of experience).

Please forward your resume and cover letter to psullivan@passportmarketing.com.au before the 10th February 2012.

Applicants who are not contacted within 4 weeks may consider their applications unsuccessful.

Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

Supplier enquiries for notices: advertising@traveldaily.com.au

Today's issue of TD is coming to you from Bali, courtesy of Creative Holidays.

BALI is continuing to surge in popularity with Australian travellers, and Creative Holidays is showcasing the destination this week to coincide with the launch of its new Bali brochure (TD yest).

The new program includes a range of accommodation additions, reflecting a strong demand for more four and five-star properties, particularly in quieter areas of the island.

There are also new options for budget-conscious families as well as an extensive range of activities.

A fantastic option offered by Creative is the VIP Arrival service, which smooths the way through the customs and immigrations processes - particularly the Visa on Arrival process which often sees travellers stuck in queues.

Last night TD stayed at the luxury Westin Resort Nusa Dua, which offers extensive facilities in a lush seaside garden setting.

See bit.ly/westinbali.

Aussie road trip app

TOURISM Australia is endorsing a new app "that makes Australian road tripping easier."

Available for the iPhone or iPad, the 'Australian Road Trips' app features 25 long distance driving holiday routes, as well as shorter weekend and day drives.

New Universal options

UNIVERSAL Orlando Resort will introduce a "historic range" of new entertainment experiences this month, including a show by the Blue Man Group on the park's UniversalCityWalk.

Other new experiences to be rolled out in coming months include an enhancement of the Amazing Adventures of Spider-Man ride, an all new daily parade and the Despicable Me Minion Mayhem 3D adventure and a 36-hole miniature golf course.

RAK to Bangkok

UAE-based RAK Airways has this week announced it will launch services to Bangkok, the carrier's first long-haul route, with four times weekly services from its hub in the emirate of Ras Al-Khaimah.

Westin gym overhaul

WESTIN Hotels & Resorts gyms and fitness centres globally will receive a \$37m overhaul this year as they are converted into "highly-designed fitness studios."

The hotel group says it will do away with some gym equipment pieces to make way for greater stretching, yoga & fitness classes.

The 186 gyms worldwide will also be fitted with cutting edge "blue-light boost" - lighting that's claimed to "positively influence well-being." to make guests feel more alert, awake and energized in target workout areas."

Thursday 2nd Feb 2012

Rotana agent special

THE Grand Rotana Resort & Spa in Sharm El Sheikh, Egypt is offering the travel industry room rates from as low as US\$30 per night including breakfast, valid for travel up until 30 Apr.

Valid agent ID is required to access the special offer - book via res.grand@rotana.com.



Industry Appointments



inPlace
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THIS week's Industry Appointments is brought to you by travel industry jobs specialist **inPlace Recruitment**. If you have just appointed someone to a new position and would like to update the industry email the details to us on appointments@traveldaily.com.au.

Choice Hotels Australasia has announced the appointment of GM Development and Franchise Services, **Trent Fraser** as its new Chief Executive Officer following the stepping down of **David Bayes**.

Travelport has welcomed **Greg Urand** as its new National Sales Manager, reporting to Australasian country manager Sean Cummins. **Chris Phillips** has also taken on a role with Travelport Asia Pacific as its new Head of Professional Services, providing leadership and strategic direction to Travelport's Business Solutions team.

Andrea Wait, Manager Communications Australia and NZ for **Jetstar** will be replaced by **Stephen Moynihan** for the next 12 months while she is on maternity leave.

Hilton Hotels has appointed two new people to its management team at the Kawarau Village development in Queenstown, NZ which includes the **Hilton Queenstown** and **Kawarau Hotel**. **Rosie Turner** has been named as the Marketing Communications Manager, while **Noreen Bancalle** will take on the role of Finance Manager.

Carnival Australia has named **Ainsley Pope** as its new Public Relations Manager. Pope has moved from her role with Tourism New Zealand where she worked for eight years, with **Lauren Penfold** replacing her at TNZ in Sydney on an interim basis.

Hyatt Regency Sanctuary Cove has appointed **Nitin Kumar** as its Executive Chef.

Anston Favaz has taken on the role of Executive Chef and Food and Beverage Manager at **Wolgan Valley Resort and Spa**.

Minor Hotel Group, which recently took over Australia's Oaks Hotels and Resorts, has appointed **Michael Marshall** as its new senior vice president Commercial Operations. Marshall joins Minor from Millennium Hotels and Resorts, where he was VP sales and marketing for the Middle East and Africa, based in Abu Dhabi.

Jon Marshall has been appointed as Head of Sales and Client Services for **BCD Travel**, moving from his previous role as Etihad Vic state mgr.

Etihad Airways has promoted Australasian country manager **Lindsay White** to become regional general manager for Asia Pacific South and Australasia - the role vacated by **Cramer Ball** who has been seconded as ceo of **Air Seychelles**.

Melbourne

Sales and Marketing Coordinator – Eastern Region



Aspen Parks is an Australian based unlisted property fund with a portfolio of holiday destinations across Australia. We are one of Australia's largest resort park operators with a national network of twenty-five (25) properties.

Aspen Parks invites applications from professional people with a similar role in co-ordination within a Sales and Marketing department in the tourism industry. This position is appealing to a co-ordinator who is looking to step up to the mark with their skills and further their experience at the same time. If you have knowledge of how a Sales and Marketing department within the Tourism industry operates, you will realise how rewarding a position like this can be. Amongst your skill set you must have a professional, enthusiastic attitude, an ability to adapt to multi facet marketing, working with a dynamic team to ensure exciting and rewarding results to be had by all.

2 years' experience in a similar role would be desirable but if you feel you are able to step up to the mark we are interested in hearing from you.

Applications for this career opportunity are invited from Australian citizens or residents with the right to work in Australia by sending your resume to Deborah Richardson via email deborahr@aspensparks.com.au or telephone (03) 8506 3812 .

Aspen Parks thanks all applicants for their interest in this career opportunity and advises applicants progressing with an interview will be issued an invitation by Tuesday 8th February 2012.

Trans-Tasman border moves

A COMMUNIQUE issued after a meeting last weekend between Prime Minister Julia Gillard and NZ PM John Key has confirmed the lowering of the age limit for the use of the SmartGate electronic passport system for trans-Tasman travellers.

Effective immediately travellers aged 16 and up can use the system, which will simplify travel across the ditch for some families with older children.

Previously the limit was 18, and the PMs also encouraged further work to streamline trans-Tasman travel via SmartGate.

They said officials were working on other measures relating to

“reciprocal information sharing, consistent with free movement of people across the Tasman”.

This will include a trial of a system to enable ‘consistent and systematic requests’ for criminal history for employment purposes.

Uniworld incentive

UNIWORLD Boutique River Cruise has launched its first travel agent incentive, with two places on a family to Germany, Austria and Hungary onboard the *River Beatrice* departing on 22 Apr.

To be in the running consultants need to make a booking with Uniworld throughout the month of Feb - uniworldcruises.com.au.

Thursday 2nd Feb 2012

Agents and ancillaries

RESEARCH conducted by GDS firm Travelport has shown strong support from the travel agent community for the sale of airline ancillaries - particularly if the process is simplified.

A majority of agents polled said it was important for them to be able to sell options such as checked baggage, meals, lounge passes, comfort packs and upgrades, in order to continue to provide good client service.

Respondents said booking the extra services took much more time currently, indicating a strong demand for a “single aggregated source of information and sales capability” - such as the GDS.

The Travelport Merchandising Survey involved 610 agencies in 12 countries across the globe.

G Galapagos cruising

G Adventures has introduced new Galapagos Cruising itineraries to suit the new regulations introduced this week by the Galapagos Park Service.

The rules stipulate that tour operators must not return to the same site more than once in a 14 day period in a move to help “preserve the archipelago’s fragile ecosystem”.

G Adventures will offer 12 departures a week with six, seven and 10-day cruising options available across four yachts, covering a range of trip styles and budgets.

OS returns to Tripoli

AUSTRIAN Airlines will resume services to Tripoli from 25 Mar with a new five times weekly service operating from Vienna.

OS suspended its services to the Libyan capital in Feb last year due to political unrest.

Today's issue of TD is coming to you sailing down the NSW coastline on board Classic International Cruises' *Athena* as she heads to Adelaide.

ATHENA was launched in 1948 as the *MV Stockholm* and is one of the oldest cruise ships afloat - but don't let her age put you off.

Carrying only 580 pax, this 16,000 tonne mid-sized classic cruise liner is just the ticket if you're looking for a smaller ship, at an affordable price.

Three and a half star rated, at first sight she doesn't have that wow factor like the big mega resort ships, but what she lacks in appearance, she certainly makes up for in old world charm and social atmosphere.

The ship has 276 spacious cabins, all with bathrooms and bidets, and 240 crew who go out of their way with pride dispensing friendly and attentive service.

Dinner last night in the formal Olissipo Restaurant was a five course delight, with good Aussie red and white wines, and later we watched an entertaining show which featured a musical tribute to the band *Queen*.

This is *Athena's* 8th year in our waters and she'll be back again in 2012/13 for another cruise season, sailing ex-ADL and Fremantle.

No wonder. She has a dedicated following of lovers of small ships.

MGallery Jubilee deal

ST Ermin's Hotel MGallery in London is helping travellers celebrate the Queen's Diamond Jubilee, with a three night stay priced from £333 per night (AU\$500) plus VAT, valid for travel from 01 Apr to 30 Aug.

The deal includes accom, brekkie, a tour of Westminster Abbey, afternoon tea, picnic, welcome kits of flags, hats and Royal Jubilee souvenirs.

Details at sterminshotel.co.uk.

25 PLACES TO CHINA AND VIETNAM UP FOR GRABS!!!

As part of Helen Wong's Tours' 25th anniversary celebrations in 2012, the leading Asian specialist has teamed up with *Travel Daily* to offer 25 spots across four colourfully informative familiarisations to China and Vietnam in June, valued at \$60,000.

Three of the familiarisations will be devoted to China, one focussing on Shanghai, another on Beijing, the third on a Yangtze cruise through the breathtaking Three Gorges.

The fourth familiarisation will focus on Saigon (Ho Chi Minh City), all four itineraries finishing in Shanghai.

Every day *Travel Daily* & Helen Wong's Tours will ask a different China/Vietnam-related question - just read the issue and email us your answer. There will be 21 questions in total.

At the end of the month 25 subscribers with the most correct entries and the most creative responses to the final question will win a place on this fantastic famil.



**Q.2: Name the city:
"I've moved on to
watch the lakeside
production -
Impression West
Lake."**

Send your answers to: helenwongscomp@traveldaily.com.au

Hint! Check out Helen Wong's Tours' China & Vietnam brochures at www.helenwongstours.com

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EXECUTIVE RECRUITER



Mehdi Spighi
RECRUITMENT EXECUTIVE



Casey Buttsworth
RECRUITMENT EXECUTIVE



Stacy Balderston
EXECUTIVE RECRUITER



Ainslie Hunt
EXECUTIVE RECRUITER



Marie Anderson
RECRUITMENT EXECUTIVE



Christine Dunn
ADMINISTRATION MGR AUST

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LET THE AA EXECUTIVE TEAM INTRODUCE YOU TO YOUR NEW ROLE

AN EXCEPTIONAL ROLE IN THE CAPITAL REGIONAL SALES MANAGER CANBERRA – SALARY PACKAGE OTE \$150K

This exciting role is available now within a leading TMC based in CBR. You'll be responsible for the management and strategic development of the regional client base, managing a team and driving the delivery of service excellence to an extremely VIP client base including Government. You will also hold the key relationship with the largest client requiring exceptional communication & leadership skills. A very smart career move.

TAKE CONTROL OF YOUR FUTURE CORPORATE SALES / BDM SYDNEY – SALARY PACKAGE OTE \$100K

If 'sales' is your middle name and you are experienced in B2B development this corporate agency is ready to accept the business you can win. A true sales person can talk about their methods and successes, so if you can articulate your talents and build rapport this is a great opportunity to take control of your future and move in to a role that will reward you for your skills. Join a growing business and enjoy the ride.

SECURE YOUR FUTURE IN ONLINE ACCOUNT MANAGER SYDNEY – SALARY PACKAGE OTE \$85K

Bring your account management skills to this growing OTA and watch your career flourish. Managing a portfolio of hotels across an assigned territory, you will be travelling regularly with the objective of driving revenue. Knowledge of revenue management, online distribution, and achieving targets are essential. Your rewards include an exciting future with a growing global company and a top salary package + bonuses.

JOIN A REAL SUCCESS STORY CORPORATE TRAVEL TEAM LEADER SYDNEY – SALARY PACKAGE OTE \$80K

If you're a Team Leader with a passion for developing people as well as progressing your own career, this new role will delight you. Take a small team and watch it grow, moving on to new systems and managing VIP clients through the change with a seamless transition. This is a hands-on TL role needing strong consulting skills as well as a great attitude and desire to learn & help others. A huge opportunity to grow.

DEVELOP THE PRICE THAT'S RIGHT PRICING ANALYST MELBOURNE - SALARY PACKAGE TO \$80K DOE

This large operator requires the skills of a strong analyst who understands the intricate requirements of pricing. You will be focused on developing and maintaining new pricing models for this operator's programs ensuring all components fit into the final sale price respectful of business turnover and maximizing profit while maintaining a competitive edge in the market. Put your great analytical skills to good use with a leading brand.

REPRESENT A FIRST-CLASS PRODUCT BUSINESS DEVELOPMENT MANAGER BRISBANE – SALARY PACKAGE TO \$70k + CAR ALLOWANCE

Our client is a booming success in the travel industry so selling their product is as easy as pie! Currently they're looking to take on a new BDM where you will be responsible for servicing a large part of the Queensland travel industry. As an experienced on-the-road sales person you will know how to build relationships with your agents, gain their trust, providing training and support and increasing sales.

MORE TIME FOR YOU TO ENJOY CORPORATE ACCOUNT MANAGER (PART TIME) MELBOURNE - SALARY PACKAGE \$85k OTE (PRO RATA)

Reduce your hours today and enjoy more time for yourself. By joining this sensational TMC and managing a select portfolio of clients, this role will allow you to keep enjoying an account management role while getting back valuable "me" time. You will be adept in client relations with strong analytical skill and strong understanding of corporate travel spend. This role comes with additional bonuses and a great team.

EVERY DAY IS SUNNY WITH THIS PRODUCT BUSINESS DEVELOPMENT MANAGER SYDNEY – SALARY PACKAGE OTE \$70K incl CAR

This position is available now for an experience BDM in the travel industry with great knowledge for international cruise product. You'll be a highly regarded BDM with great relationships and a reputation for being effective, helpful, friendly, pro-active, and successful. Your understanding of driving sales and increasing business is essential. Apply today and sail away tomorrow on a great new role.

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

Toni Francis
NSW & ACT
Ph: 02 9231 2825

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

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

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



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CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quikticket between 16 January & 05 February 2012 on 100% SQ itineraries ex Australia plated to SQ (618) ticket stock on the Consolidated Travel IATA only. Child, Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Singapore Airlines reserve the right to alter or cancel the promotion any time. Vouchers for this promotion are capped and will be distributed at the completion of the promotion. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 13 January 2011.