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Travel Daily

First with the news

Monday 13th February 2012

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Cruise bookings unaffected

THE Australian cruise industry is continuing to achieve record bookings, with the sector leading the world in getting "back to business" after the *Costa Concordia* catastrophe in Jan.

Speaking at the International Cruise Council Australasia annual awards dinner on Sat night (*TD* breaking news), ICCA chairman Gavin Smith said early indicators for 2012 showed the industry was been set for a bumper year, but then on 13 Jan "we witnessed tragedy on a grand scale".

But despite the shocking images of the *Concordia* on the rocks, the resilient Australasian market appears to have shrugged off the incident - in contrast to overseas.

"Whilst the USA is almost back on track, UK and Europe sales continue to be impacted," he said.

Reports from Italy on the weekend quoted Costa Cruises ceo Pier Luigi Foschi saying that booking volumes are down 35% following the accident.

Smith said that the disaster had highlighted the importance of ICCA evolving from its current charter as a training organisation into having a role in navigating policy, regulation, legislation and speaking on behalf of the cruise industry in the media.

He said that the ICCA Board had already begun to engage with the US-based Cruise Lines International Association, starting "the march towards unity, cooperation and alignment with CLIA - whilst maintaining our own unique identity".

MEANWHILE the ICCA awards dinner honoured top cruise specialist travel agents from across Australia and New Zealand, and *Travel Daily TV* has produced an exclusive video from the event - see traveldaily.com.au/videos.

Industry icon Phil Hoffmann was also honoured for his contribution to the industry - see page seven.

Seven pages of news

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

- AA Appointments jobs
- inPlace Recruitment jobs
- Ezeego1 agent incentive

Dubai mega incentive

EMIRATES, Dubai Tourism and Arabian Adventures have today launched a major trade promotion offering a range of prizes including 280 trips to Dubai.

A Mega Familiarisation will take place in May, with consultants who register and log any EK flight bookings and/or Dubai stopover packages via a special website in the running to win a spot, as well as prizes such as Blu-Ray players.

The educational will be themed around "adventure, culture and family," with the aim of helping participants broaden their understanding of Dubai and how to position it to various segments.

"By showcasing the diversity of the city we can demonstrate that there really is something for everyone in Dubai," said DTCM Australia/NZ director Julie King.

The incentive kicks off today and will run until 01 Apr - register at emiratesincentive.com.

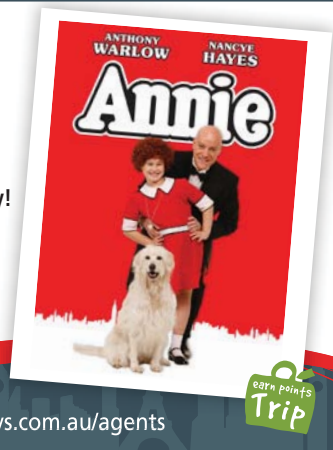
Ezeego1 \$500 vouchers

COX & Kings' online operation Ezeego1.com.au is offering agents the opportunity to win a \$500 voucher every day for bookings made 13-24 Feb - see last page.

Annie the Musical

Now Showing in Sydney.
12 weeks only!

Book your clients an Annie package today!



Holidays qantasholidays.com.au/agents

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uniworldcruises.com.au

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Every booking made in February will enter you in the draw. [Click here for more information.](#)

*Conditions Apply.

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Travel Daily

First with the news

Monday 13th February 2012



New Caledonia is one of the finest French gourmet experiences outside of France



CLICK HERE

GA integrated Aus promo

SKYTEAM-elect carrier Garuda Indonesia will launch a 4-month integrated marketing campaign locally this week - the carrier's biggest ever national advertising blitz for the Australian market.

The campaign will focus on GA's fleet, services, the Indonesian landscape and its people, and will be promoted via print, outdoor, free-to-air & pay TV ads, social media and trade channels.

"Australia is integral to our

international network and this new campaign, a significant and important investment for Garuda Indonesia, reinforces our commitment to the marketplace," said GA senior gm for Australia/SWP, Bagus T. Siregar.

The 30-second TV commercials will air during prime-time TV shows including Channel Seven's *My Kitchen Rules* and Network Ten's *Glee* and *The Biggest Loser*, commencing Fri.

Travel Daily TV is today hosting the Garuda TVC which can be viewed by clicking on the logo here.



Vale Jane Henderson

A FUNERAL will be held later this week for Jane Henderson, Jetset Travelworld gm of travel related services, who died suddenly last week.

AIME Smartphone app

DELEGATES at next week's AIME will be able to keep up-to-date on all events during the show via the newly launched ShowGizmo Smartphone app.

The app is compatible with Android, Blackberry and iPhone devices - see bit.ly/aimeapp.

Visalink DFAT update

VISALINK has introduced a new service that lets travellers applying for a visa to choose to have their travel details registered with the government's Smartraveller website automatically.

"For the government, it means we can find and help Visalink's clients if they find themselves in trouble," Director of the Consular Info Section at DFAT Nigel Stanier said - see www.visalink.com.au.

LA and San Fran on sale now

flyng daily, everyday to the USA

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Travel Daily

First with the news

Monday 13th February 2012



Ethiad and
airberlin
Europe
covered

Aussie youths killed on Africa trek

TWO Australian tourists were killed when their African Trails overland truck crashed in Namibia, southern Africa on Wed.

The 22- and 26-year-old Aussie women were among a group of 11 tourists on the vehicle at the time of the roll-over.

The accident occurred between Usakos and Karibib in Namibia, enroute to Swakopmund.

The Namibian reported that one of the truck's wheels had broken off and found some distance from the scene of the incident.

Three other Australians were also in the vehicle, including the

brother of one of the women who died, the Department of Foreign Affairs & Trade said, along with pax from Britain, Phillipines, Germany and the Netherlands.

UK-based African Trails operates its own converted "heavy duty trucks" into overland adventure safari trucks from its Arusha, Tanzania workshop.

"Here our safari trucks are serviced and maintained. This enables us to set the standard and provide you with safe and reliable transport," the African Trails Overland Adventures website states.

Jumeirah Living

JUMEIRAH Group is to launch a new concept in 'hotel residences' from Mar at the Grosvenor House Apartments by Jumeirah Living, in London, targeted to "high net worth individuals".

Located on Park Lane in the historic Lutyens building, the apartments are available for short and long stays and offer 24-hour concierge, daily maid service, an executive boardroom, gym, 24-hr in-residence dining and Spa illuminate at Home treatments.

The property consists of 133 apartments priced from £450 per night for a studio to £11,000 for a five bedroom penthouse.

MEANWHILE, Jumeirah will introduce a traditional Pearl Diving experience off the coast of Jebel Ali in the UAE for guests at any Jumeirah Hotels & Resort, effective 02 Mar.

Creative Malay brox

CREATIVE Holidays has rolled out an extended Singapore and Malaysia program for 2012 featuring 12 new accom options including the soon to debut Gaya Island Resort in Kota Kinabalu.

More brochures on **page six**.



Window Seat

OPERA Australia will make sure that only paying customers get a good view of the upcoming *La Traviata* performance on Sydney Harbour next month (see p6).

The musical extravaganza involves a floating stage and a 3000-seat waterside auditorium, and at a launch on Fri a spokesperson said there would also be a significant "exclusion zone" on the water.

"We don't want boats turning up loaded with beer-drinking yachties and seeing the show for free," he said.

COACH operator Oz Experience has released groundbreaking new research just in time for Valentine's Day tomorrow.

The Greyhound offshoot is calling for more blokes to "hop on the love bus" because a coach is the ideal place to meet your perfect girl.

Oz Experience gm Gagandeep Singh said that with 32 like-minded people on a bus for an adventure of a lifetime, potential romances are likely to form.

The operator's figures show that at least 70% of its pax are female: "We're not sure why this is so but it's certainly good news for any young fellow travelling," Singh said.



Station Manager-Melbourne Airport

With the advent of our 7X weekly flights, the role of Station Manager has become available at our Melbourne Airport Office. This is a challenging post exercising direct control over traffic services, ground handling, services variation and flight delays, among other things.

Leading a small team and working closely with handling agents, you will ensure that Royal Brunei Airlines deliver exceptional customer service to passengers, as well as safe and efficient aircraft turn-around operations at MEL Airport. You will also manage the Station budget, retain awareness of the operational environment, and build strategic relationships within the international airport community.

Applicants should possess the following skills and qualifications:

- Minimum 7 years airport experience with at least 3 yrs in a similar position.
- Focus on delivering on-time performance, operational excellence, and exceptional customer service and organisational skills.
- Strong leadership and team building skills.
- Rational and common sense approach to business and personnel matters.

Please submit your application including all relevant information and experience (no more than 4 pages) via email to rneelizabeth@rba.com.bn or post to Level 10, 45 William St Melbourne, VIC 3000 by Friday, 24th Feb 2012.

Only shortlisted applicants will be contacted.

ATEC visa push

THE Australian Tourism Export Council has released new research showing that changes to the Working Holiday Visa could boost Australia's economy by up to \$700m over the next decade.

ATEC is urging that the scheme be extended to allow holders a 12 month extension if they work in regional tourism businesses.

MD Felicia Mariani also said that the qualifying age range should be increased to 35 and that travellers should be allowed to make multiple applications.

Fiji wants web guru

TOURISM Fiji has announced a global search for a "world class website developer" in a tender process to be completed by May.

Stay impressed with the newly transformed Holiday Inn Resort Vanuatu.

60 acres of tropical palms, private beach frontage, modern guest rooms, overwater villas, creative family rooms, fun active zones and secluded quiet zones are just part of the appeal.

Click here to find out more. For sharp agents rates visit www.ihgagent.com

STAY YOU.™



Fantasy delivered

DISNEY Cruise Line has taken delivery of its latest and fourth vessel *Disney Fantasy* from the German Meyer Werft shipyard.

The sister ship to *Disney Dream* will make its inaugural trans-Atlantic positioning voyage to Port Canaveral on 16 Feb, prior to its maiden paying passenger cruise on 31 Mar.

Enroute it will stop in New York City where it will be christened on 01 Mar.

The 4,000-pax ship will operate a series of Caribbean and Bahama itineraries from its Florida base.

Last Travelan winners

CONGRATULATIONS to the Fri winners in our exclusive Travelan mini-comp who have each picked up a travel pack, valued at \$50.

The winners were Yurike Russo, Breakaway Travelclub; Karly Kairouz, Jetset Travel Moonee Ponds; Laura Scanell, Flight Centre; Amy Whyburn, Northern Highland Travel and Helen Hunter-Lee, Nationwide Travel.

Finnair Nordic LCC

ONEWORLD member carrier Finnair has confirmed it's assessing the establishment of a new low-cost carrier model for the Nordic region which has the potential to take over its short-haul operation.

On Fri the carrier announced it was beginning discussions with potential cooperation partners to set up a "cost effective" operation.

CEO Mika Vehvilainen said the possible joint venture would create new bases and provide greater feeder traffic for Finnair's Asian strategy.

"For our customers, the joint venture would mean better connections and more opportunities to fly with Finnair," Vehvilainen said.

The move comes as the carrier undergoes a major restructuring phase aimed at improving competitiveness and restoring profitability, by trimming €140m of its annual costs by 2014.

The JV model "could allow Finnair to operate some or all of its European traffic at significantly lower cost, while Finnair's own operations would concentrate more on long haul traffic," the airline said in a weekly update.

Vehvilainen also indicated that the partnership may possibly operate part of AY's entire existing European network.

Hats off to Canada!



ABOVE: A two week roadshow conducted around the country by Canada Tourism has seen almost 800 travel agents updated on the destination's key new Signature Experiences promo (**TD** 31 Jan).

About 20 Canadian partners have participated in the events which this year took place in Sydney, Melbourne, Adelaide, Brisbane and Perth.

It was a busy time for the exhibitors in the annual Canada Corroboree, which also included wholesaler training and a number of media events.

This year's format changed slightly, with attendees engaged in a 'TV talk show' format and experiences showcased including

Rocky Mountaineer, Shangri-La, various Canadian provinces, Via Rail, Echo Valley Ranch, Fairmont Hotels, Sun Peaks skiing and tour operator Frontiers North.

Agents were also encouraged to invite their clients to travel to northern Canada soon, with the spectacular Aurora Borealis (Northern Lights) currently approaching a 12 year peak.

Pictured from left at the final function to wrap up this year's Corroboree in Sydney on Fri afternoon are Colin Brost from Sun Peaks Resort; Donna Campbell and Nathan McLoughlin of the Canadian Tourism Commission; and Alison Scott from Rocky Mountaineer.



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However, a luxury holiday isn't complete without premium airfares. Virgin Australia now offers Business Class direct from Brisbane and Sydney to Hamilton Island. Your clients will enjoy all the comforts of this premium experience with superior onboard space, dedicated service, gourmet food and wine and much more. For the complete luxury experience, recommend your clients treat themselves and fly Business Class to Hamilton Island.

Click here to book or call 13 15 16.

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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

EETB Clipper deal

EASTERN Europe Travel has special rates aboard the *Royal Clipper* in Sep priced from \$2,922ppts as she sails the Dalmatian coast from Venice.

There are four seven-night cruises aboard the 5-mast sailing ship, with ports of call including Dubrovnik, Hvar, Korcula & Split. More info on 1300 668 844.

SWISS Beijing nonstop

SWISS International Airlines has commenced its new five times weekly nonstop service between Zurich and Beijing (the carrier's third destination in China) using Airbus A340-300 aircraft.

The route will be increased to daily effective 31 May 2012.

Samoa natural focus

THE Samoa Tourism Authority will encourage local tourism businesses to target eco-tourism projects in 2012 to drive domestic and overseas visitors.

The project will seek to assist development of potential sites.

Qantas ad account still up for grabs

QANTAS is continuing to review pitches from advertising agencies, who have been bidding for the carrier's multimillion dollar account in a major media and creative agency tender process.

According to a report in advertising industry journal *AdNews*, in the meantime there's also an interim new Qantas TV campaign under production, with a planned Apr launch date.

Some rumours suggest that "I still call Australia home" may be rested for the new promotion, with the company possibly having bought new music rights.

Agencies bidding for the account have been told there will be a two to three week delay before a final decision is made, but a new agency is expected to be in place by Apr to begin planning campaigns after the London Olympics.

Cunard Three Queens

CUNARD Line will hold a special ceremony for Her Majesty The Queen's Diamond Jubilee on 05 Jun that will see *Queen Mary 2*, *Queen Elizabeth* and *Queen Victoria* sail in unison at their homeport in Southampton.

From first light the ships will sail single file up the Solent towards the port in celebration of the Queen's 60 year reign.

A firework and special effects show will be held in the evening above the three Cunard vessels.

Virgin Supercars pact

VIRGIN Australia has today been named as the official domestic airline of V8 Supercars which will see the carrier transport staff and the majority of teams to the 15 Australian events & one NZ race.

Virgin's alliance partner Etihad Airways has an existing pact with the V8 Supercars.

Bushfires mar Margaret River tourism

TOURISM WA has kicked off an intrastate \$250,000 "recovery campaign" to lure back visitors to the Margaret River Wine Region.

The advertising promo comes in the wake of last year's Prevelly bushfires, which has led to a 9% downturn in visitor bookings compared to the corresponding time last year, WA Tourism Minister Kim Hames said.

"It's the regions busiest time of the year and some operators have been hit hard," Hames said.

Nearly 70% of visitors to the Margaret River Wine Region come from Western Australia.

The Nov bushfires affected a

relatively small area - just 1.5% of the region, Hames said, but its effect in terms of tourism has been felt from Busselton in the north to Augusta in the south.

"The perception was that much of the region had been affected than had actually been burned.

"The message now is that not only is the greater Margaret River Wine Region open for business, but there are some great deals to be had over the next few months," he said.

Launched on Sun, the six-week campaign includes newspaper, radio, online marketing and social media - www.margaretriver.com.

Travel Specialist



Employing over 650 people in Australia, SeaLink Travel Group are best known for their ferry operations connecting the South Australian mainland to Kangaroo Island. In addition they have built a significant tourism operation as a coach tour operator, travel wholesaler and retail travel business.

The Australian Holiday Centre is part of the SeaLink Travel Group with Retail Centres in Sydney, Melbourne and Adelaide. This is a fantastic opportunity to join an award winning tourism, transport and technology company with an excellent reputation in quality products and professional customer service.

We are currently looking for an experienced Travel Consultant to join our Sydney office. Displaying an excellent domestic knowledge of both destination and product, the successful applicant will be experienced in putting together detailed itineraries, and be motivated in achieving both individual and team sales targets.

This position may be offered on a part time or full time basis, to be negotiated with the successful applicant. This is a 12 month contract to assist our Sydney Office whilst one of their team members is on parental leave.

Reporting to the Travel Centre Manager, the successful applicant will need to display:

- Excellent customer service skills within a sales focused environment
- Strong interpersonal and communication skills
- Ability to build rapport and foster strong client relationships
- High achiever and results driven
- Sound domestic knowledge (including product, wholesalers and operators)
- Experience with Galileo CRS and Cross Check Travel desirable

Please forward your resume and a cover letter to jobs@sealink.com.au quoting **Ref. No. TR504** in the subject heading. Applications should be received COB, 19 February 2012.

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Mountains to ski, places to stay, cars to rent, airlines to fly. And all can be booked online 24/7 via Calypsonet.

Specialised service call
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NEWMANS HOLIDAYS

WIN TICKETS TO BONDI OPENAIR CINEMA



'Kangaroo Island, South Australia. Let yourself go'

The **South Australian Tourism Commission** is making Kangaroo Island the star attraction in a multi-million dollar tourism campaign.

The Kangaroo Island commercial is being previewed at the Bondi Open Air Cinema and, to celebrate, the SATC is delighted to give 12 lucky **Travel Daily** readers the chance to win a double pass to the Bondi Openair Cinema.

These tickets can be claimed anytime as long as the cinema is open... until 4th March.

To win, simply be one of the first 3 people to send in the correct answer to the daily question below to: satccomp@traveldaily.com.au.

How long does the Sealink ferry take from Cape Jervis to Penneshaw on Kangaroo Island?



Viator mobile sites

TOUR and activity wholesaler Viator has introduced mobile platforms for European travellers in French, German and Spanish.

The sites are available for iPhone and smartphone devices, and provide access to 9,000 activities in over 150 countries.

The additions follow steady growth from each market.

FCm Japanese push

FLIGHT Centre's corporate travel arm FCM Travel Solutions says it's significantly boosted its presence in Japan, after sealing a new partnership agreement with TOPTOUR Corporation.

TOPTOUR is one of Japan's longest running TMCs, having been established in 1956 and comprising 96 offices across the country with about 1600 staff.

FCm regional manager for Asia, Shelby Koh, said the move was a "great example of how FCM strategically partners with leading local travel agencies to ensure a unique level of regionalisation for our corporate customers".

Concordia fuel pump

EFFORTS to remove around 1.9 million litres of fuel from the stricken *Costa Concordia* laying off the Tuscan coast have begun.

The operation is expected to take up to two weeks to complete, with the majority of fuel to be extracted from six of 15 tanks in the next five days.

Opera on the Harbour

THE upcoming Handa Opera on Sydney Harbour will feature a special Medina Lounge serving snacks and drinks before the show, as part of Toga Hospitality's accommodation partnership with the event (**TD** Fri).

The three week *La Traviata* Opera Australia spectacular will take place on a giant purpose-built stage, with audiences watching from a luxurious 3000 seat grandstand on the water's edge in the Botanic Gardens.

It kicks off on 24 Mar with wholesalers offering a range of packages for the extravaganza.

Destination NSW's Anthony Laver predicted that the "bold adventure" would "show us as an innovative, creative city that will bring in many interstate and overseas visitors".

More details in today's **Business Events News** - subscribe free at www.businesseventsnews.com.au.



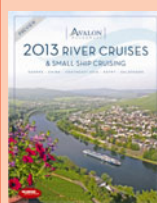
Brochures of the Week

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



New Horizons Holidays - Bali 2012

Bali is the first new look brochure to be rolled out for the top five destinations for New Horizons Holidays. Gili Islands has been introduced for the first time as well as new hotels, villa accommodation and more sightseeing and touring options. The Hotel Vila Omback has been contracted on the Gili Island.



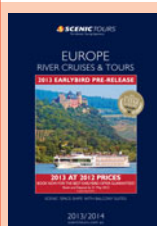
Avalon Waterways - 2013 River Cruises and Small Ship Cruising

This preview brochure will introduce the 64 cabin *Avalon Artistry II* which will begin operating the popular eight day Romantic Rhine itinerary between Amsterdam and Zurich starting from Apr 2013. The river cruise operator will also launch *Avalon Vista* and *Avalon Visionary* at a double christening later in 2012.



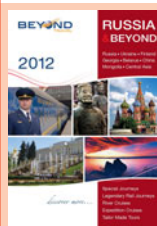
Coral Princess Cruises - New Zealand Expedition Cruises 2012/13

Australia and the South Pacific small ship expedition cruising company, Coral Princess Cruises has launched its 2012/13 summer cruising schedule for New Zealand. Coral Princess is offering an early bird saving of up to 25% off its annual Christmas Cruise departing Auckland on 18 Dec. The Coral Princess NZ cruises operate between Dec and Feb annually.



Scenic Tours - Europe River Cruises & Tours 2013/14

This newly released preview brochure is offering travellers the chance to book 2013 Europe River Cruising at 2012 prices, with offers of free flights to Europe, a complimentary stopover en route and a \$50 onboard credit per person, with savings of up to \$600 per couple. Scenic Space Ships will also be extended to France with the *Scenic Emerald* in 2013.



Beyond Travel - Russia and Beyond 2012

The Eastern Europe experts Beyond Travel has added new soft adventure options in Russia as well as trans-Siberian railway experiences. Private tours in Irkutsk and the Lake Baikal region are also now available. Travellers will now be able to visit St Petersburg for up to 3 days without a visa if the visit is pre booked prior to departing Australia, due to new regulations.

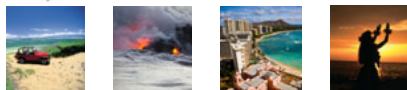


Complete Cruise Solutions - Conferences, Incentives and Meetings at Sea 2012

Carnival Australia is enticing the meetings and incentive industry to sea, launching a dedicated brochure featuring P&O Cruises Australia, Princess Cruises, Cunard Line, P&O Cruises

World Cruising, and *Carnival Spirit's* Australasian deployment. The MICE specific booklet promotes the opportunity to hold meetings or host incentives in North America, Europe, Asia and the Pacific Islands.

MAHALO MONTH
for TRAVEL PROFESSIONALS



Hawai'i Tourism invites Aussie Travel Professionals to come and visit our Hawaiian Islands between 01 April - 31 May 2012

Visit www.mahalomonth.com for full details



The cruise industry's night of nights

Monday 13th Feb 2012

ABOVE: Phil Hoffmann with Carnival Australia ceo Ann Sherry and Qantas head of industry sales, Karen Tsolakis.

THE Australasian cruise industry got out the glad rags on Sat evening, with agents, wholesalers and cruise lines gathering at the Sydney Hilton Hotel for the glittering annual International Cruise Council Australasia Awards ceremony (**TD** breaking news).

The event saw cruise lines honour top performers on both sides of the Tasman, with Phil Hoffmann from Phil Hoffmann Travel in Adelaide given a standing ovation after being named as the recipient of the Neil Frazer Award for Outstanding Contribution to the cruise industry by an Individual.

Cruiseabout agents took out the top consultant awards for both Australia and NZ, while the Cruise Agency of the Year for Australia was once again WA agency Bicton Travel, also Travelscene Agency of the Year for 2011.

- The full list of winners was:
- Agency Promotion of the Year - Australia: **Just Cruises**
 - Agency Promotion of the Year - NZ: **Manly United Travel**
 - Rising Star - Australia: **Jamii-Lee Alpen, Ozcruising**
 - Rising star - NZ: **Helen Mahoney, Lets Cruise**
 - Cruise Consultant of the Year - Australia: **Roland Kautzky, Cruiseabout Port Melbourne**
 - Cruise Consultant of the Year - NZ: **Sue Grigg, Cruiseabout Ponsonby**
 - Cruise Agency of the Year - Australia
Bronze: **Phil Hoffmann Travel**
Silver: **Cruiseabout Turrumurra**
Gold: **Bicton Travel**
 - Cruise Agency of the Year - NZ
Bronze **Cruise Republic**
Silver: **Lets Cruise**
Gold: **iCruise**

Lots more exclusive pics from the ICCA awards on our website and at facebook.com/traveldaily.



RIGHT: Angie Hackett of Worldwide Cruise Centre with Sam Patton from Seven Oceans.



ABOVE: David Owendale from NRMA Travel with Melissa Watt, JTG Wholesale.



BELOW: Chris McGetrick from Bayview Travel with Robyn Sinfield, House of Travel & Cruise.

And see traveldaily.com.au/videos for our exclusive video report.



LEFT: Emirates NSW state manager Tim Harrowell with Julie King and Angelya Vassiliadis-Balaguer from the Dubai Dept of Tourism and Commerce Marketing.

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.9: In and around which city am I?
"I'm grabbing a bird's eye view of ancient Angkor Wat from a tethered balloon."**

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

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

Click here for Terms & Conditions of the competition

Helen Wong's
TOURS

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HOT JOBS AVAILABLE NOW FOR TALENTED EXECUTIVES

PUT YOUR GDS SKILLS TO GOOD USE

ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE OTE \$80K

In this diverse role with a leading organisation you will expand and manage a portfolio of clients (travel agencies) in an allocated region. You'll be both managing an existing client base plus selling to potential clients, always working towards new business and retention targets. GDS knowledge (hands-on) and proven sales skills are required, as well as a self-motivated attitude and your own vehicle.

HUNGRY FOR SUCCESS AND MORE

CORPORATE SALES BDM

SYDNEY, MELB & PERTH – SALARY PACKAGES OTE \$100K+

If you're a hungry BDM with experience in corporate sales you could join this leading TMC and reap the rewards from growth. This role will need your solid sales techniques, relationship skills, and determination to succeed. In return you will have a great name behind you and be rewarded with a fantastic salary, commissions and benefits. If you're a motivated go-getter with results to show, please apply now.

GET DOWN & DIRTY IN SYSTEM ENHANCEMENT

SYSTEMS PROJECT ANALYST

BRISBANE - SALARY PACKAGE \$80K - \$90K

Be involved in the nitty-gritty of this new internal system advancement project. You will need to possess strong travel industry understanding especially within reservations booking systems. Effective communication, analysis skills and strategic planning will be required along with your ability to run group meetings. Previous involvement in a system change or enhancement within a large business is required for this role.

EXCITING BOOMING PRODUCT TO PROMOTE

BUSINESS DEVELOPMENT MANAGER

BRISBANE – SALARY PACKAGE \$70k + CAR ALLOWANCE

Our client is a booming success in the travel industry so selling their product is a dream. Currently they're looking to take on a new travel BDM where you will be responsible for servicing the QLD market along with your counterpart. 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 while increasing sales.

THE SOLUTION THAT'S RIGHT FOR YOU

CORPORATE TRAVEL ACCOUNT MANAGER

PERTH - SALARY PACKAGE \$80k - \$100k

Think all TMC's are the same? Not this one. By joining this company you will be able to make a real impact on client activity and generate the best relationships possible with your client portfolio. With your strong communication and relationship building skills you will be able to drive solutions for your clients improving expenditure and creating a lasting impression, resulting in retention & growth in your portfolio.

ARE YOU A JACK-OF-ALL-TRADES IN CORPORATE?

PROJECT & QUALITY EXPERT

SYDNEY – SALARY PACKAGE TO \$75K

If you're a wiz-bang corporate consultant and Team Leader who has implemented new systems and trained staff here's your chance to move away from consulting for good. We need someone who has implemented new processes & procedures, trained & coached staff, and managed customer service data. You'll be joining a growing business with great perks, awesome working conditions, and fun teams.

PLEASE HOLD – YOUR FUTURE IS ON THE LINE

ACCOUNT MANAGER – ONLINE

SYDNEY – SALARY PACKAGE OTE \$85K

Bring your account management and revenue 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 and gaining the best results for both the client and your business. Knowledge of hotel revenue management, online distribution, and achieving targets are essential.

MOVE IN TO SALES WITH NO EXPERIENCE!!

INSIDE SALES EXECUTIVE

SYDNEY – SALARY PACKAGE OTE \$60K+

If you have the determination & resilience needed to be a successful Salesperson this Inside Sales role will point you in the right direction. This role is perfect for somebody who wants to pursue a career in Sales within the corporate market, and it will give you the tools and training to be a success. This is a growing TMC with a leading reputation and a great team of people. Fantastic salary package & benefits.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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MANAGING DIRECTOR
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NSW & ACT
Ph: 02 9231 2825

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NSW & ACT
Ph: 02 9231 2825

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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



New Travel Job Vacancies - 13 February 2012

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Recruitment Consultant/Account Manager

► **Join our team at inPlace Recruitment**

- This is an exciting career change within travel
- Earn up to \$70K OTE +++

This position is all about nurturing and developing relationships with our candidates and clients while working towards goals & business targets. Upbeat, fun team and loads of support.

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

Private Groups Travel Consultant - Sydney

► **Unique tours in Europe and Middle East**

- Supportive and friendly work environment
- Salary from \$45K + super

This company offers a fantastic range of unique products. There is everything from a highly successful range of group series tours plus a special global event to be working towards. CRS essential.

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

Admin Support - Corporate Travel - Sydney

► **Excellent opportunity to join global TMC**

- Supportive management, fun and social team
- Mon - Frid only, Salary up to \$55K

An excellent opportunity to get into Corporate or step back from consulting. This back office role supports the operations team in the admin and financial areas. IATA exp ess, Galileo.

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

Corporate Account Manager - Brisbane

► **Award winning Corporate TMC**

- 100% pure client relationship management
- Belief in work/life balance

Become part of the national team that supports one another in all endeavours. Manage your client's needs whilst upholding the highest of professional standards. Previous exp essential.

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

Leisure Consultant - Sydney

► **Work close to home!**

- Sydney Hills district, great office morale
- Salary to \$45K + incentives + super

Join this thriving retail agency who are celebrating 20 years in business this month. Located in a busy shopping centre catering to families, affluent retirees and couples.

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

Ben's Top Job

Account Manager - Travel Tech

- Innovative Global Company
- Sydney CBD, state of the art offices
- Salary to \$95K inc OTE



Ben Carnegie

The time is now to join one of the world's leaders in Travel Technology. Work with a company that is connected to almost all the major players in every market in travel you can imagine. The opportunities are truly limitless.

This role combines your ability to nurture, develop and grow an existing client portfolio, whilst also allowing you the freedom to hunt for any new growth areas that you uncover. This position will also allow you involvement in sales and marketing strategies which will open new doors into senior roles as your career develops.

This opportunity offers you the chance to work with a company that believes in integrity, progressive thinking and a dedication to excellence in client management.

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

Online Social Media Marketing Coordinator

► **Salary up to \$65K**

- Widely known prestigious Cruise operator
- Grow this brand in the online world

Drive the online presence of this exciting cruise group, bring your love of ships and your savvy online marketing skills. You will analyse yield, competitor movement, product loading & distribution.

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

Online Cruise Consultant

► **What are you worth \$40K, \$50K or \$60K?**

- No weekends or Thursday nights
- Upmarket worldwide cruise product

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

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

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australia's online travel supermarket

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WIN A \$500 VOUCHER EVERY DAY!

All paid bookings between 13 – 24 February 2012 will go into the daily draw to win a \$500 ezeego1 travel voucher. Includes all new and converted time limit bookings.

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