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Travel Daily
First with the news

Thursday 16th February 2012



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Click through to register for this complimentary summit.



Qantas reacts to volatility

QANTAS today outlined a range of measures to respond to the volatile operating environment, including further network changes as well as restructuring of its catering and heavy maintenance operations.

CEO Alan Joyce unveiled a \$58m pre-tax profit (**TD** breaking news), with the “underlying” result of \$202m affected by industrial action, high fuel costs and the early retirement of some aircraft due to previous network changes.

Route changes include withdrawal of flights between Singapore and Mumbai, as well as

from Auckland to Los Angeles.

This means that QF will boost capacity on LAX-JFK, with 747 aircraft operating the sector.

Domestically Qantas will add A330 aircraft on the Melbourne-Perth route, as well as use A330s on certain Sydney-Perth flights instead of 747s.

Qantas will retire two more 747s, in addition to four which are due to retire in Apr because of the pullout from Bangkok-London and Hong Kong-London.

Other changes will see the expected closure of catering operations in Adelaide and Cairns and the consolidation of catering into four centres in Sydney, Perth, Brisbane, and Melbourne.

More from the QF results announcement on **page three**.

New QF director

QANTAS yesterday announced the appointment of Hong Kong-based William Meaney as a non-executive director.

Meaney has an extensive career in business in both the aviation and pharmaceutical industries, including roles with South African Airways, as Swiss International Airlines md and as the inaugural ceo of the Star Alliance.

More appointments on **p6**.

Eight pages of news

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Ezeego1 agent incentive
- Qantas Holidays



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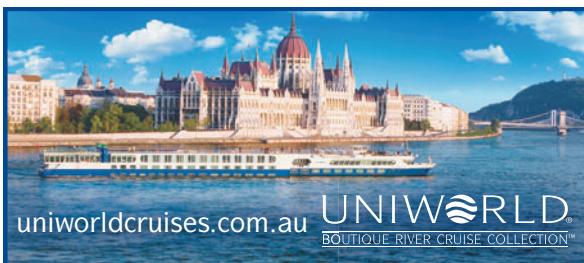
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oneworld IT class flip

QANTAS is advising agents that the booking classes for Kingfisher Airlines (IT) sold as part of a QF fares have reverted to pre-01 Feb classes following the carrier's delay into the oneworld alliance. Fares are auto-quoting correctly.

CX, SQ to settle fuel claims

SINGAPORE Airlines and Cathay Pacific have agreed to pay travel agents for commission on fuel surcharges from the period when they were introduced in 2004, in the latest development of the long-running fuel levy court case.

Yesterday the Federal Court ordered that agents now be given the opportunity to notify their intention to make a claim, with a deadline of 19 Mar 2012.

Under a settlement deal, the two airlines will pay participating agents "an amount of money equivalent to the commission that would have been paid by the relevant airline to that agent" if the fuel surcharge component had been commissionable.

The carriers will also pay

interest on the outstanding payments, plus legal costs of the group represented by Slater & Gordon which brought the case.

For agents who are members or franchisees of national chains, the terms of the deal allows for SQ to argue at a later time that the amount payable should be reduced to take into account override commission paid to the chains and passed onto members.

A formal notice about how to claim will be published in *Travel Daily* in coming days.

QF ADL-SIN change

QANTAS will switch the day of week operations for QF82 between Singapore and Adelaide to Tue/Thu/Sat effective 06 May.



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Lindeman Is for sale

LINDEMAN Island in the Whitsundays has been formally placed on the market, with expressions of interest sought through CBRE Hotels.

The former Club Med resort has 218 rooms, 2 restaurants, a golf course and private airstrip, and is being offered as an opportunity to "refurbish, redevelop or reposition as an exclusive luxury resort, a family orientated resort or as an integrated residential and holiday tourism destination".

It's being offered with vacant possession, as Club Med ceased Lindeman operations on 31 Jan.

"Business as usual" for Air Australia

AIR Australia says it's examining its legal options after a number of reports in mainstream media suggested the airline is close to having administrators appointed.

The *Financial Review*, *The Australian* and the *Sydney Morning Herald* have all cited rumours about the carrier being under pressure to pay creditors including the ANZ Bank and Airservices Australia.

A spokesperson for the carrier told *Travel Daily* this morning that "management will seek to determine the source of statements made and address legally if appropriate, however it's business as usual at Air Australia".

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Record half for Jetstar

THE Qantas Group's multi-pronged strategy has once again proven its worth, with the Jetstar low-cost carrier operation making a significant contribution to the company's half year result.

Jetstar's underlying earnings before interest and tax was \$147m for the six months to 31 Dec - more than twice the \$66m figure for Qantas mainline.

Qantas Frequent Flyer was also a strong contributor to the profit, with \$119m in underlying profit.

"The Group remains committed to maintaining and profitably building on its domestic market share of 65 per cent" the carrier said in its results announcement.

Maintenance changes

QANTAS will consolidate a range of its maintenance tasks to boost efficiency, including bringing its Aircraft Airworthiness Group under one roof in Sydney rather than having its staff distributed across the country.

The Maintenance Operations Centre in Melbourne will close and the Sydney centre will look after all aircraft types, both international and domestic.

There will be a total restructure of the Engineering Supply Chain, along with a consultative review of heavy maintenance because "there is simply not enough heavy maintenance work" to justify the current facilities.

QF corporate strong

QANTAS appears to be more than holding the line in the corporate domestic travel market, with ceo Alan Joyce revealing today that revenue in this area achieved double digit growth during the six months to 31 Dec.

That was despite the concerted onslaught on the business market by Virgin Australia and the effects of industrial disruption.

"We signed 45 new accounts, renewed 160 and two were not renewed," Joyce told a media conference this morning.

Kangaroo rebounds

THE iconic Qantas brand has "rebounded strongly" according to ceo Alan Joyce, who cited customer research conducted by the carrier in the wake of the airline's grounding late last Oct.

He said that there had been a "prompt return of forward bookings, underpinned by domestic leadership in on-time performance for every month of 2011 that was not affected by industrial action".

500 jobs to go at QF

QANTAS ceo Alan Joyce said that about 500 positions will be affected by the changes that he announced today.

Restructuring provisions in the accounts amount to \$46million for redundancies and other costs, but Joyce stressed that there would be no jobs going offshore.

"The jobs that are going have become structurally redundant," he said, with a range of options to be considered to minimise compulsory redundancies such as leave without pay.

Window Seat

IT was a good day in the Qantas Operations Centre on Tue, when TD was given a sneak peek at how things run by QF head of operations Alan Milne.

The centre, which coordinates the departure of every Qantas flight (among many other things) has large monitors which display the on-time status of the network - and as the pic below attests, things were running very smoothly, with 100% on time departures and arrivals for the day right across the country.



TD'S Qantas visit also included a tour of the training centre where crew are regularly assessed on their proficiency at responding to emergencies on board.

As well as cabin doors so they can practice some fairly scary evacuation drills, there's a large pool to try inflating liferafts, and examples of all the equipment on board - such as the 767 survival kit below which has all the necessities - complete with a Tom Hanks-style *Castaway* volleyball named Wilson.



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CITC office relocates

COOK Island Tourism Comm. has relocated its offices to the Gold Coast and appointed Susie Lloyd-Smithe as a full-time bdm.

The new office is located at Shop 38, Mezzanine Level, Niecon Plaza, 19 Victoria Ave, Broadbeach Qld 4218 - phone (07) 5504 5488.

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

To win, simply be one of the first 2 people to send in the correct answer to the daily question below to:

satccomp@traveldaily.com.au.

What are the main two towns on Kangaroo Island?

Congratulations to yesterday's lucky winners, Lois Crook from Australian Holiday Centre and Tracy Harber of Google Travel.



Cook Island cinema promo



ABOVE: Cook Islands Tourism is to step up destination awareness with plans for brand targeted cinema and TV commercials, to be rolled out in coming months.

GM Australia Kerryn Cook said yesterday that CIT Corporation has successfully obtained extra funding from cabinet which would enable the destination to ramp up marketing activities here.

Last calendar year the Cook Islands welcomed 18,500 Aussie visitors, a 30% increase on the previous corresponding period.

"The most important market right now and the one that could have the most impact is the Australian market," Cook told **TD**.

Australians are "looking for the undiscovered Cook Islands - it's fresh, it's new and it's not been done before," she said.

Cook added that to increase market share consistent promotion was required, in co-operation with trade partners.

"It's not only creating awareness but creating a preference - that's where we've moved from - we need to make sure we are driving awareness & making consumers book with us," she said.

Although unable to reveal the dollar amount obtained, Cook said it would be a "great spend" and would reach an audience of about 6.6 million Australians.

Cook said marketing through cinemas "is where we see we can show our voice.

"Everywhere is so cluttered with

travel deals and cinema is really where we see we can have our share of voice," she said.

Chief executive officer Carmel Beattie said the biggest challenge for the Cooks "is getting noticed."

Pictured here in Sydney yesterday from left are: Kerryn Cook, Carmel Beattie and Karla Eggelton, Cook Islands Tourism sales & marketing manager.

Greek Is ferry advice

SUN Island Tours is encouraging agents to ensure they sell accom in conjunction with Greek Island Hopping passes for clients after hearing reports of passengers becoming stranded in the region.

"More and more wholesalers are just selling ferry tickets to the Greek Islands from here without offering support or arranging accommodation pre and post tour," Sun Island Tours sales & marketing coordinator Claudia Vidor told **Travel Daily**.

Sun Island Tours says ferries can be delayed or cancelled at the last minute due to inclement weather or strikes, but through its local partner, clients have 24-hour aid available throughout their Greek travels who can arrange alternate tickets, accom and transfers.

The firm is now issuing ferry tickets overseas instead of in Australia & "strongly recommends to avoid booking ferry tickets and accommodation online."



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



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EK A380s to AMS

EMIRATES will upgrade aircraft operated between Dubai and Amsterdam from Boeing 777-300ER & 777-200LR to Airbus A380s effective 01 Aug 2012.

Travel Counsellors plots growth

TRAVEL Counsellors says it started the year with a "bang" after completing its second induction so far in 2012.

The home-based travel agent network says it's attracting "many new starters", with new members lining up to join the group from the east coast.

Counsellor numbers are set to swell during Mar, Apr and May.

Travel Counsellors Recruitment Executive Clare Kearns said the calibre of agents expressing interest in joining the network has increased year on year.

"When we first started the Australian business, we were inundated with enquiries, which was really just agents curious about who we were and what we're about," Kearns said.

"Now they have had time to see us grow and establish ourselves

as a professional business, we are fortunate to be attracting the best calibre of agents out there," she added.

Travel Counsellors also outlined that "plans are in the pipeline for further expansions" which will be announced nationally and internationally.

Kearns told **TD** that expansion to New Zealand was "definitely on our radar" but she was unable to confirm if it is part of the group's next phase of growth.

Jetstar Japan 2 for 1

JETSTAR is offering a two for the price of one deal on flights to Tokyo or Osaka, on sale until 19 Feb and travel between 08 Apr to 02 May and 09 May to 18 Jul.

Prices start from \$369 for two adults one way ex Cairns.

Early booking trend

CONSUMERS are booking their overseas flights up to half-a-year in advance to take advantage of earlybird deals, according to the latest Travel.com.au research.

The online travel agent's poll of 2,200 people showed the most common trend for international flight bookings was now four to six months.

Busy lifestyles and early booking discounts are the main deciding factors for the latest booking trend, Travel.com.au general manager Renee Walsh believes.

Walsh said 60% of Aussies voted price as the main reason for bookings.

"Interestingly, only 12% voted reviews as an influential factor when deciding where and how to travel," she said.

The poll also showed domestic flights are being booked between one and three months prior to travel by close to 50% of people.

DL 747s get flat-beds

DELTA Air Lines has begun the installation of its BusinessElite full flat-bed seats and new 'slim line' Economy cabin seats across its fleet of Boeing 747-400s used on Pacific and Atlantic routes.

Each jumbo will feature 47 BusinessElite seats on the upper and lower deck, power outlets, USB ports, 15.4" widescreen TVs and personal LED reading lamps.

Seats in Business will be arranged in a herringbone design and are approx 80" in length and 20.5" wide.

DL will also introduce Economy Comfort to its 747s, offering up to four extra inches of legroom, 35" seat pitch and 50% more recline.

The 42 Economy Comfort seats will be positioned at the front of the economy cabin, and pax will receive added benefits such as priority boarding and free spirits.

The seating upgrade is expected to be completed by Oct this year.

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Reporting to a Team Leader, the Travel Coordinator will be responsible for coordinating the air component for passenger cruise holidays. This will involve extensive liaison with our retail travel agent partners, including educating them in the effective use of our online booking systems. Additional responsibilities include booking corporate travel and accommodation for Carnival Australia's employees.

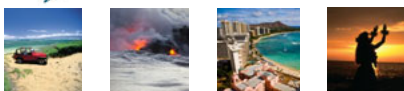
We seek applications from experienced retail travel consultants/ticketing agents, who demonstrate:

- experience in fares and ticketing
- 2+ years' experience using an Air Booking GDS system (SABRE preferred, but not essential) and strong computer literacy with MS office
- a strong bias for providing excellent customer service
- excellent communication skills (both verbal and written)
- a high level of motivation, team orientation and a positive 'can do' attitude,

Please note: there is potential for this role to be required to work on a rostered basis to cover shifts between 8.00am to 6.00pm Monday to Friday and occasional Saturdays.

[Apply online at careers.carnivalaustralia.com](http://careers.carnivalaustralia.com)
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AA/Hainan codeshare

AMERICAN Airlines and Hainan Airlines are seeking rights to codeshare on an initial five transpacific routes and over 80 US and China domestic services.

New TIME scholarships



THE Travel Industry Mentor Experience is set to become more widely accessible, with TIME last night revealing a new scholarship program for mentees wanting to take part in the scheme.

The TIME program links people in the industry who want to develop their careers with experienced mentors, and is sponsored by a range of industry firms including Virgin Australia, Sabre Pacific, Blue Sydney, Royal Caribbean, Comtel Resources and Creative Holidays.

Five \$1000 scholarships will be offered to prospective mentees,

with the funding provided from money held by the former Travel Industry Careers Association when it closed last year.

That will fund two thirds of the costs for the participants, who will be selected on merit by the TIME Scholarship committee, **pictured** above from left: Robyn Willis Inglis from Travelscene American Express; TIME founder Penny Spencer from Spencer Travel; Sandra Chiles of inPlace Recruitment; and Reg Edwards.

A number of new mentees were also inducted into the scheme at last night's event.

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Industry Appointments



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

Lyn Lewis-Smith has been officially appointed as Chief Executive Officer of Australia's leading convention bureau, **Business Events Sydney** (BESydney).

Trafalgar has appointed **Christian Coronica** as the new Group Sales Manager. Coronica joins the company after two years with AAT Kings in their sales team and two years on the road in Europe with Contiki.

Andrew Little has taken on the role of Group Chief Financial Office at **AirAsia**, effective immediately.

Beachcomber left in the lurch by MK

BEACHCOMBER Tours Australia has been caught reeling following the sudden withdrawal of Air Mauritius flights to Sydney and Melbourne (**TD** yest), with flights to be suspended on 30 May.

The firm has a collection of eight properties in Mauritius.

MD Rod Eather said in a letter to agents on the company's website that the premature cessation of flights to the east coast were not thought through by MK bosses and "may be detrimental" to businesses in some ways.

"Airline management in Mauritius did not consider the

consequences to those on the 'front-line' in being unable to advise a number of things accurately and confidently", such as what will be offered on Virgin Australia legs and how existing bookings will be handled.

"This leaves us, and Air Mauritius in Australia, in the unenviable situation of currently not being able to answer all questions you or your clients may have," he tells agents.

However, with the changes Eather did highlight benefits of the changes, including a second weekly Perth service, greater stay options (6-, 8-, 11- or 13-night packages) and international tax reductions and Perth stopovers.

Beachcomber says it's awaiting firm details of the new MK Perth flight and will then contact all current booking holders to discuss options on how it can assist.

JAL adds new routes

JAPAN Airlines has announced it will launch new nonstop services to both San Diego and Helsinki, from its Tokyo Narita hub using Boeing 787 Dreamliner aircraft.

JAL's four weekly services to San Diego will be the first direct link from the Californian city to Asia, and is set to launch from Dec, and will be upgraded to a daily schedule from Mar next year.

The new Finnish route will also start out from Mar 2013 with four weekly frequencies before shifting to daily during the first half of the same fiscal year.

Etihad Madonna tix

ETIHAD Airways' destination management company Hala Abu Dhabi has opened up pre-rego for tickets to Madonna's Abu Dhabi leg of her world tour on 03 Jun.

Packages include tickets, ground transport and accom - full details at <http://biy.ly/EtihadMadonna>.

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EMIRATES has launched special Economy and Business class fares to Auckland and Christchurch in New Zealand, priced from \$379 and \$1,290 return, on sale until 20 Feb, for select travel dates between 20 Feb and 30 Nov.

Tauck's new cruise

TAUCK has introduced a new 10 day 'A Taste of France' itinerary cruising down the Rhone that incorporates cooking demos, market visits, wine tastings, lectures and much more.

The tour includes a two night hotel stay and local exploration of local food culture in Paris and a seven night river cruise onboard *MS Swiss Emerald* and is priced from \$5,390ppts.

TAA lauds Starwood

TOURISM Accommodation Australia has applauded Starwood Hotels & Resorts following the announcement last week it would debut its Luxury Collection hotel brand with two properties in the Blue Mountains (TD Fri).

Carol Giuseppi, NSW director said the rebranding of Lilianfels & Echoes resorts to the Lilianfels, a Luxury Collection Resort, Blue Mountains and Echoes, a Luxury Collection Resort, Blue Mountains, is "great news for the tourism and hospitality industry".

Renault Latitude sale

RENAULT Eurodrive has rolled out its 2012 Latitude Clearance Runout Sale in Europe for vehicle collections before 15 May.

The Renault Latitude 2.0 Diesel Manual GPS is now priced from \$1,300 for 21 days, and \$30 for any additional days.

Contiki partnership

CONTIKI has announced a new global brand representative through its partnership with Canadian YouTube "celebrity" Nadine Sykora.

She can be followed on Contiki's YouTube page as she journeys around New Zealand, Indochina and Australia on a 12-day tour of the Cairns Sunshine Trail.

Bentours artist tour

BENTOURS is offering a special departure on its 13 day Russia of the Great Composers, Painter and Writers tour, leaving on 29 May and priced from \$6198ppts.

Travel Corporation all at sea



YESTERDAY The Travel Corporation hosted key partners with a fabulous day on Sydney Harbour, with its fifth annual regatta seeing ten teams compete for the coveted TTC Trophy.

The weather couldn't have been better, and participants were decked out in gear representing the various Travel Corporation brands as they raced across the water, pulling on sails, steering and enjoying a beverage or two.

In the end the Creative Holidays team took line honours - just pipping Insight Vacations - and the winners are pictured above from left: Leanne Geraghty, Air NZ; Rachel Belonogov and Paul Murrell, Flight Centre; Creative Hols md Paul McGrath; Antonella Samperi, 303Lowe; Creative Hols gm Andrew Yell; and Dave Jackson from The Travel Corporation.

More pics from the day at facebook.com/traveldaily



Supplier Updates

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London & Paris down under



LAST night travel agents in Sydney were treated to a cocktail party hosted by a number of luxury suppliers from London and Paris, with the event organised by The Hotel Connection.

The event took place at the Museum of Contemporary Art, and guests learnt about a range of products including London's Cheval Apartments, Radisson Edwardian Hotels, Etihad Airways, Eurostar, the Victoria Palace Hotel in Paris and goods & services tax reclaim service, VAT it.

The event, which attracted around 150 agents, will tonight be repeated in Melbourne with a similar turnout expected.

Pictured above from left are

Contiki online game

CONTIKI Holidays has launched an online game in which its giving away a European tour every week for four weeks called 'This Way To Amazing' - contiki.com/amazing.

QH NSW campaign

QANTAS Holidays has unveiled its 'Experience More in New South Wales' campaign for bookings made by 14 Mar and for travel 01 Apr to 30 Jun.

The deal includes stay/pay packages and room upgrades.

Travel agents will get the opportunity to win one of three two night NSW getaways by being a top consultant for the most bookings from 13 Feb to 17 Mar.

Qantas Frequent Flyers will also earn a bonus 5,000 points on air and land bookings when deposited before 29 Feb and travel from 01 Apr to 30 Jun.

Packages are available at the Crowne Plaza Hunter Valley and The Byron at Byron Resort & Spa.

Emirates rapid reprice

EMIRATES has adopted the Travelport Rapid Reprice function to its web-based booking platform that enables pax to reprice their itinerary when changing or cancelling travel plans online or via a mobile device.

Cardrona season pass

NEW Zealand's Cardrona Alpine Resort has early bird discounts on season passes when purchased before 14 Mar.

Adult passes start from \$599, children from \$145, student \$520 and veteran passes from \$270.

Loyalty discounts of up to \$20 are being offered to adults if they held a 2011 pass - cardrona.com.

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.

Katherine Heath, The Hotel Connection; Dayna Porter, Shire Travel; Sarah Whitty, The Hotel Connection; and Barbara Bates & Nicole Blake of Spencer Travel.

And the rock stars **below** are Margaret Simpson-Lee from The Journeymasters and Vaughan Sexton of Reho Travel.

More at facebook.com/traveldaily.



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Q.12: In and around which Chinese or Indonesian city am I? "Today's a great day to experience the magic of Disneyland."

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



Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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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) across an allocated region. Working out on the road, you'll be 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.

PROCESS IMPROVEMENT & QUALITY CONTROL

PROJECT & QUALITY OPERATIONS EXPERT

SYDNEY – SALARY PACKAGE TO \$75K

This growing agency needs a wiz-bang corporate consultant/TL/Ops person who has implemented new systems, written processes & procedures, trained & coached staff, and managed customer service data. Focusing on best practice and streamlining quality, efficiency and productivity you will love to learn and manage change as the company moves on to a new technology platform.

CLEVER ACCOUNT MANAGEMENT

CORPORATE ACCOUNT MANAGER

SYDNEY & BRISBANE – SALARY PACKAGES \$80K ++

Bring your knowledge of corporate travel programs and your skills in account management to this unique portfolio and re-invent yourself. You will be experienced in the analysis and reporting of corporate travel spend and making recommendations that benefit both client and agency. You'll be a great negotiator, have flawless communication & presentation skills, and manage great relationships.

WHAT ARE YOU WAITING FOR? MOVE TO SALES

CORPORATE 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 corporate agency will give you the tools and training to be a success – what they need from you is your understanding of corporate travel, your ability to build rapport, a self-motivated attitude and the desire to progress your career in to Sales. Don't let this one pass you by.

GET DOWN TO THE NITTY-GRITTY

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.

YOUR OWN LITTLE BABY IN W.A

SALES EXECUTIVE – LEISURE SALES

PERTH– SALARY PACKAGE \$55k + CAR + BONUS

This fantastic sales role has a vacancy open with your name on it. Use your ability to get out to market and sell this product to the retail travel agency market. You will be an experienced sales executive who has the ability to manage the WA territory. Your friendly personality, presentation skills & creative ability is required here. Your rewards of great famils and a great salary package are waiting for you now.

MOVE WITH THE TIMES - JOIN AN OTA

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.

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CORPORATE TRAVEL ACCOUNT MANAGER

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

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[^]Terms and Conditions apply. Please refer to qantas.com.au for full Qantas Frequent Flyer Program terms and conditions.

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