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Travel Daily

First with the news

Tuesday 10th January 2012

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Recruitment and HR Solutions

ISSN 1834-3058

Merlin moves up

MERLIN Entertainments Group now holds 49.62% of the voting power in Living and Leisure Australia, the operator of Vic ski resorts Falls Creek and Mount Hotham as well as treetop walks and aquarium attractions.

Merlin's friendly takeover bid for the company has a 90% acceptance condition.

Vail Australia week

US ski giant Vail Resorts is continuing its focus on the Australian market, with plans to "extend Australia day throughout the month of January".

Three parties will be hosted at Vail Mountain for Aussie skiers, with drink specials, limited edition mementos and of course "traditional Aussie cuisine".

Vail Mountain's Adam Sutner said the promo was recognition of the long distance Australians had travelled in order to ski at Vail.

TA touts social media lead

TOURISM Australia says a recent surge in popularity for its Facebook presence makes it the "most popular tourism destination page on the planet".

This week the page surpassed two million fans, after strong interest in the special New Year's short film initiative (**TD** 03 Jan) which was viewed on YouTube by almost 400,000 people so far and saw the addition of 85,000 additional Facebook fans.

TA md Andrew McEvoy said the growth was clear evidence both of Australia's enduring international appeal and its successful social media strategy.

He said TA's Facebook page had almost three times as many fans as its nearest destination-focused rival, Las Vegas.

"To be relevant Tourism Australia has to provide compelling content and to deliver impact we have to use the channels where consumers are researching and booking their holidays - and today, that's online," he added.

And tourism operators are set to benefit too, with McEvoy confirming a new initiative allowing them to add their details to an online directory on the page which allows consumers to search for experiences, attractions and events across Australia.

See facebook.com/seeaustralia.

Gongs for NZ, QLink

AIR New Zealand and QantasLink are today both celebrating after taking top honours in the annual *Air Transport World* awards.

Air NZ was named Airline of the Year for the second time in three years, while QantasLink was named Best Regional Airline.

The winners are selected by a panel of eminent aviation experts including Aussie ATW chief editor Geoffrey Thomas.

New CWT NZ chief

CARLSON Wagonlit Travel has appointed Kim Milne as its new Country Director for New Zealand.

Milne, who takes up the role effective 23 Jan, moves from her previous position as operations manager for Southern Cross Travel Insurance.

Qantas ROE update

QANTAS has this month advised agents of the new official Rate of Exchange, with a figure of 0.976535 effective 01 Jan 2012.

Seven pages of news

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Garuda

Garuda Exec Class

GARUDA Indonesia is offering Executive Class fares to Bali from \$1340pp, with deals on other destinations also available including Hong Kong (\$2177), Singapore (\$1884) and Bangkok (\$2085) - see **page ten**.

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Tuesday 10th January 2012

Hahn Air

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Sail free with Crystal

CRYSTAL Cruises is offering travel agents the opportunity to cruise onboard its *Crystal Serenity* or *Crystal Symphony* this year, simply by selling just two Crystal Cruises staterooms.

It's an upgrade of the previous "sail free" incentive which will make it even easier for agents to experience the Crystal product.

The offer applies to all new double occupancy bookings made before 31 Jan on any of *Crystal Serenity's* 20 all-inclusive Mediterranean, Western European or Transatlantic cruises departing May-Dec this year.

"By selling just two staterooms on the world's best cruise line to the world's best travel

destination, travel professionals have the opportunity to make healthy commissions, garner extremely satisfied clients, and enjoy their own extraordinary holiday for two," said Diane Patrick, md of Crystal's local gsa, Wiltrans International.

Agents who earn the reward will have a choice of most Crystal cruises this year.

For more info on the incentive call 1800 251 174.

More satisfied with Virgin

VIRGIN Australia's customer satisfaction rating surged during the three months to Nov, with the carrier significantly closing the gap on rival Qantas during QF's industrial travails.

According to the Domestic Airline Satisfaction report

CA going daily to SYD

AIR China is lifting nonstop frequencies between Beijing and Sydney from 4-5 weekly to daily over the Northern Summer 2012 period, according to GDS displays.

The Star Alliance carrier is also upping frequencies on the Beijing-Shanghai-Melbourne service from four times weekly to five.

Africa Safari 15yr brox

THE Africa Safari Co. has kicked off 2012 and its 15th anniversary with the launch of its new Africa brochure, which features a range of new products including the Black Rhino Camp in Pilanesberg National Park and Shumbalala Game Lodge in South Africa.

The brochure is available to order through TIFS.

released today by Roy Morgan Research, Qantas is still leading Virgin with an 84% rating, but this was down 3 points from its Jun high of 87%.

Meanwhile Virgin Australia's rating of 82% was up 2 points, while Jetstar and Tiger Airways also showed improvement.

Roy Morgan spokesperson Jane Ianniello said DJ's satisfaction rating had now recovered to the same level as it was before the catastrophic failure of its check-in and res system in late Sep 2010.

"Qantas has a small lead over Virgin in the latest survey, but Virgin looks to be on a positive trajectory and the challenge will be on for both airlines to understand and therefore satisfy their customers better," she said.

EK/JAL SYD incident

AIR Services Australia has confirmed a runway incursion on Fri in Sydney which resulted in a rejected takeoff of a Japan Airlines Boeing 777 flight after an Emirates Airbus A380 crossed in front of the accelerating aircraft.

JL772 bound for Tokyo Narita was proceeding to takeoff when it was forced to abort its launch when the Emirates superjumbo missed a turn onto a taxiway.

EK412 had been given clearance to taxi for departure to Auckland when the incident occurred.

The event also resulted in a go-around being performed by an approaching Malaysian Airlines Boeing 747-400 at low height which was on final approach.

The incident saw the MH flight arrive 15mins late and the JAL & EK flights depart 20-30mins late.



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First with the news

Tuesday 10th January 2012

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Jetstar expands Darwin int'l

JETSTAR has today announced a new direct flight from Darwin to Manila and onwards to Tokyo, as part of a major strengthening of the NT capital's role as a gateway to Asia.

However the move will see Jetstar cease its existing direct flights between Darwin and Vietnam, with the cancellation effective from 25 Mar 2012.

From the same date the new Darwin-Manila-Tokyo route will launch four times per week, while the carrier will also boost its Darwin flights to Singapore to ten services per week.

CEO Bruce Buchanan said the expansion pointed to strong demand for low cost travel.

"We know that the more

sustainably low fares we put in the market, the more people are inclined to travel," he said.

"These extra services connect Darwin to our growing Singapore hub, which brings places like Beijing, Hong Kong, Bangkok and Kuala Lumpur much closer to Australia".

The flight from Manila to Tokyo will also connect to the new Jetstar Japan network, he said.

One-way Starter launch fares lead in at just \$199 to Japan, while everyday one-way Starter fares will cost \$339.

New domain options

COMPANIES will soon be able to register their own names as top level internet domains, under a major shake-up of the system.

It costs US\$185,000 to register for the move, which could potentially see future domain names such as .qantas or .virgin.

Best West India plot

BEST Western has announced plans to construct 66 new hotels in India over the next five years, as part of US\$300m investment in the sub-continent.

Most of the properties will be either four- or five-star hotels, built primarily in the metro areas of New Delhi, Mumbai, Kolkata and Chennai.

"Best Western Int'l is focused on expansion of its presence in India and is confident that India will play a prominent role in the global growth plan of the firm," president David Kong said on Fri.

Disney Fantasy floats

DISNEY Cruise Line's soon to launch 2,500-pax Disney Fantasy has taken to the water for the first time after being floated out from drydock on Sun in Germany.

Fantasy is the near sister ship to *Disney Dream* which debuted last year, and will sail from Florida to the Caribbean from 31 Mar.



Window Seat

A US WOMAN is suing the Starwood hotel group because a man sneaked into her locked luxury hotel room.

The 30-year-old from New York claims the incident happened on a business trip to Helsinki last year, when she stayed at the Hotel Kamp which is part of Starwood's Luxury Collection group.

In court documents filed this week Alison Fournier said the man had made advances earlier in the evening which she had rejected - but then around 4am she awoke and found he had slipped into her bed.

"Although I was still sleepy I bolted out of bed when he attacked me and I feel fortunate to have been able to get out of the room and escape," she said.

Fournier is alleging that hotel staff were negligent when they allowed the man to gain entry to the room, after he told them that he was her husband and had been locked out.

TRAVELLERS to France or Belgium this month can enjoy a truly intergalactic culinary experience, with the launch of new Star Wars themed burgers by fast food chain Quick.

Guests can show which side of the Force they prefer by selecting either a normal-looking Jedi burger or a "Dark Vador" burger in which the bun is coloured a disgusting black.

The company said that although the Sith version (pictured below) looks like it's been badly burned, it's actually quite edible, having just been dyed.



Use the sauce, Luke!



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You will be required to prospect and win new business, service an existing portfolio of accounts and promote the range of Hertz products and services.

A high degree of capability with Microsoft Office programs is essential. Knowledge of CRS and on-line booking tools will also be an advantage.

Applications with a cover letter can be forwarded to Martina Jennings, Regional Sales Manager Vic SA WA NT - mjennings@hertz.com

Applications close Monday 23 January 2012



Money

WELCOME to *Money Talk*, TD's Tue feature on what the Australian dollar is doing.

\$1AUD = US1.021

THE big news in currency markets this week has been the weak Euro, which has seen the Aussie dollar surge to €0.80.

The Australian currency also climbed above US\$1.02 overnight as confidence lifted over measures to resolve the European debt crisis.

The leaders of France and Germany met in Berlin yesterday and outlined some new rules as a basis for the development of an improved fiscal policy.

The proposal would see a 0.1% tax on bond and equity transactions and is estimated to raise as much as €55 billion a year to help resolve the crisis.

Wholesale rates this morning:

US	\$1.021
UK	£0.660
NZ	\$1.291
Euro	€0.799
Japan	¥78.13
Thailand	฿32.51
China	¥6.302
South Africa	R8.215
Canada	\$1.039
Crude oil	US\$101.40

Travel Daily

First with the news

Tuesday 10th Jan 2012

Anantara to Vietnam

ANANTARA Hotels Resorts & Spas has opened its 17th property globally and first in Vietnam - Anantara Mui Ne Resort & Spa.

The 89 room resort is located in the beach destination, about 200km from Ho Chi Minh City.

HA 2011 traffic record

HAWAIIAN Airlines has reported carrying 8.66 million passengers in 2011, the highest 12 month total on record for the carrier.

The figure was up 2.9% on the year prior, with RPMs and ASMs up 17% and 18.6% respectively.

Passenger numbers in Q4 and in Dec were also new records, both up 2.8% on 2010, with 740,660 movements last month, which was 20,000 more the previous corresponding period.

Big White snow dump

CANADA's winter playground Big White in British Columbia has received 10cm of fresh snow falls in the past seven days, lifting its current snow base to 129cm.

Parkroyal pleasure - no Butts about it



ABOVE: Anthony Butt from QBT reaped the benefits of his extensive rugby league insights, taking second place in last year's *Travel Daily* NRL footy tipping competition.

The pic shows the lucky tipper being presented with his prize by Louise Barker from Pan Pacific Hotels Group.

Anthony won a holiday for two people to Malaysia, including two nights at Parkroyal Penang with daily breakfast for two and a special beachfront dinner; a signature treatment at St Gregory for two, plus two nights at Parkroyal Service Suites in Kuala Lumpur - along with flights from Australia with AirAsia X.

Korean to Gatwick

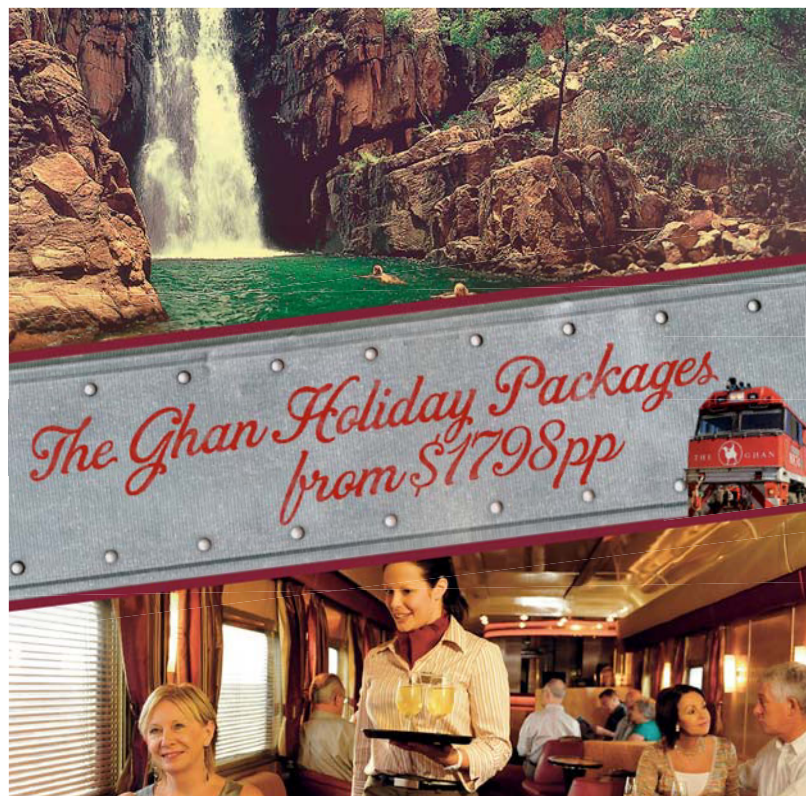
KOREAN Air will begin a new thrice weekly service between Seoul Incheon & London Gatwick beginning 29 Apr, boosting its flight options to the UK capital to 10 weekly in alignment with its daily London Heathrow service.

KE will operate a triple class 261-seat Boeing 777 on the Gatwick route.

Agent cruise offers

BREAKAWAY Travel Club has a range of new cruise deals aboard Royal Caribbean International, Celebrity Cruises and Azamara Club Cruises.

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New Brazil Sheraton

THE Sheraton Reserva do Paiva Hotel and Convention Centre in Northeast Brazil is due to open in Mar 2014, offering 289 rooms incl 28 suites.

AFTA UPDATE

The latest insights from AFTA's Chief Executive, Jayson Westbury



After a very long tenure of service to AFTA, Warwick Blacker will be stepping down as both Deputy Chairman of AFTA and as an AFTA Director from mid-January 2012.

This change comes about as Julie Primmer, General Manager of the Jetset Travelworld Network, takes up the position on the AFTA board.

Warwick first joined the AFTA board in 2003 for a short time and then again in 2005 and 2008 as the alternate director to Spiros Alysandratos, before becoming a Director in his own right in January 2009 when he joined the Jetset Travelworld retail network.

Warwick has served as Vice Chairman since July 2009 and his service to the board of AFTA has been outstanding. While he will not be directly involved on the board of AFTA, Warwick will continue to contribute on a number of working groups and committees with various state governments on AFTA's behalf.

Warwick continues in his advisory role at JTG and I am sure that everyone that knows Warwick and there are many of you, will be extending the same level of thanks that I am by way of this column.

Warwick has been a terrific support to me personally over all of this time and I thank him for this. AFTA will look to elect a new Vice Chair at its next board meeting which is scheduled for late February 2012.

On a totally different front, how good is the exchange rate against the Euro. At €0.80 people travelling to Europe must be so excited when they arrive to find out how much more the little Aussie Dollar is worth. Not to mention the motivation that comes over everyone when this type of record is broken to book a trip and go over to Europe.

I know the saying, "one man's dream is another man's nightmare" but what a dream this is. A great time to be stocking up on Euros or talking to clients about stocking up on Euros via a quality exchange product.

How long will it last; well that is the gamble but if you can cash in, now is the time.



MH treats Amex agents



ABOVE: Malaysia Airlines travel some American Express travel consultants to a private Barilla cooking class in Sydney last month.

After some delicious antipasto and refreshments to get things flowing, the lucky guests were showcased some ravishing recipes

from the region of Sicily and got to taste their culinary creations to make the night complete.

Pictured at the cooking class from left are: Lata Prakash, Suzanne Crawley, Bilynda Pinkerton, Lori Rogers, Rebecca Russell, Gabrielle Vicari, MH; Suzanne Hallas, MH; Warren Bird, MH; Doreen Ryan; Sergio Gomez, MH; Stephen Christopher and Macailla Seaver from American Express Membership Travel Services.

Port Stephens brox

PORT Stephens Tourism has released its 2012 visitor brochure which showcases the region and its attractions.

Embracing the destination's current 'PS I Love You' campaign the free guide has expanded maps, a list of the Top Ten things to do in the region as well as wedding, accommodation, tours and restaurant information.

See portstephens.org.au.

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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

Brekkie with koalas

WILD LIFE Sydney has launched a new guest experience called Breakfast with the Koalas.

Hosted at the Koala Rooftop, the attraction will be held on Sat and Sun mornings at 7:30am, granting guests access to the marsupials "at their most active."

The experience costs \$55 for adults and \$45 for kids, which incl hot brekkie, a koala talk & photo.

Ubid bonus dollars

ACCOMMODATION auction website Ubid4rooms.com is offering \$15 "Ubid dollars" for every night booked during Jan for stays of up to four nights.

Stays of five nights and over will earn users 20 Ubid dollars per night booked.

'UBID\$' can be accumulated and combined for future bookings, for travel up until Apr 2012.

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Topdeck Festivals

TOPDECK has unveiled a new Festivals brochure for 2012/13 featuring itineraries that include the Running of the Bulls, Venice Carnival, Oktoberfest, Las Fallas, La Tomatina, St Patrick's Day and Edinburgh Fringe Festival & Tattoo. More details at topdeck.travel.

WIN AN iCRIB



This week *TD* is giving five lucky readers the chance to win an iCrib, valued at \$29.99, courtesy of **Life!**®.

The new iCrib from Life!® allows you to sit back and watch a movie, TV show, or read a book. Also the ultimate for reading a book on your iPad, e-reader or tablet can nestle comfortably in its own little beanbag! Can be used while sunbaking or as a pillow when you have finished reading.

To win, simply be the first person to send in the correct answer to the question below to: icribcomp@traveldaily.com.au.

How many Life!® products are in the homes and hands of people around Australia?

Congratulations to yesterday's lucky winner, **Louise Dann** from **Cruise Travel Centre**, NSW.

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Travel Daily
First with the news

Qld Rail Centres look

QUEENSLAND Rail has revamped its 11 Travel Centres and ticket offices in the state, with a 15% increase in sales since the "modern and visually appealing" look and an aggressive marketing campaign was recently unveiled.

Shop fronts now serve as billboards for the brand, said Cathy Herrernan, Queensland Rail chief customer officer.

"Our goal with our new look its to make customers aware of the breadth of products we offer and promote the brand as being more than just a mode of transport," she said.

Complete packages are now being offered to overseas, interstate and local tourists.

DOT on fuel levies

THE US Dept of Transportation has fined a travel company in the US\$30,000 for deceptive pricing practises, which include stating in ads that fuel surcharges had not been included.

Imagine Tours & Travel was found to have been promoting "numerous international air tour packages" without payable extra taxes and fees, and did not incorporate fuel surcharges.

The DoT said that "once a firm quotes through its advertising a specific price for a flight, tour or tour component, the firm must charge that price."

The US authority also said companies "must have available a reasonable inventory at the advertised price for a reasonable time period," and should state prices are good "as of" or "until" a certain date, while also stating that fares may be limited.

"Fares held out on the internet or in newspapers, or orally, however, must be current and available," the DoT advised.

Centara mate rates

CENTARA Grand West Sands has extended its industry rate for the Australia/NZ market until 31 Oct 2012, with prices from THB1,950 per night - see bit.ly/centaraa.

Agents visiting the Alice



ABOVE: Last month Great Southern Rail hosted a group of Infinity/Flight Centre and Escape Travel retail agents on a four day trip to experience South Australia and The Ghan.

The educational was a reward for Infinity Rail's top selling Great Southern Rail agents across the country, with highlights including a Sealink experience to stunning Kangaroo Island.

The group also went to the Alice Springs Desert Park, and enjoyed Gold Service aboard The Ghan northbound from Adelaide to Alice Springs and Darwin.

Pictured at Alice Springs Station from left are: Jessica Dignon, Escape Travel Strathpine; Brad Smith, Escape Travel Geraldton;

Qantas ROE update

QANTAS has implemented a new Rate of Exchange, effective 01 Jan 2012, of 0.976535.

Britain tourism promo

VISITBRITAIN has launched a new "GREAT" Britain marketing campaign which will see images centred around the upcoming London 2012 Olympics splashed around 17 cities globally including Sydney, Australia.

The £39 million project aims to maximise the Olympics' economic potential and generate long-term growth for the country, with other global cities in the campaign including Los Angeles, Tokyo, Beijing, New Delhi and Rio de Janeiro.

Jacqueline Wills, Flight Centre Shellharbour; Romilly Opitz, Flight Centre Bassendean; Matt Dommennz, Great Southern Rail; Stephanie Romig, Escape Travel Greensborough; Sarah Irwin, Flight Centre Castle Hill; and Kyya Williams, Infinity Rail.



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Win A Centara Holiday To Thailand

Throughout January, **Travel Daily** and **Centara Hotels & Resorts** offer you a chance every week to win a fantastic holiday for two at two of Thailand's most popular destinations: Phuket and Krabi.

The prize includes four nights accommodation at the Centara Grand Beach Resort Phuket followed by a three night stay at Centara Anda Dhevi Resort & Spa with daily breakfast, return economy flights for two and relevant transportation. In Phuket, you will also enjoy complimentary one-off entrance to the island's most fantastic water park at Centara Grand West Sands Resort & Villas Phuket.

Every week we offer one prize and to enter the competition, simply answer the question of the week.

(Email your answers to: centaracomp@traveldaily.com.au)

Question of the week

Please propose a slogan for Centara Valentine's Day campaign



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CENTARA
HOTELS & RESORTS

Travel Daily
First with the news

Cook Island webinar

COOK Island Tourism is hosting a webinar for travel agents on the 'Ultimate destination wedding', being held on 25 Jan at 8.30am - more details at bit.ly/yMFPEN.

New Air India airpass

AIR India has launched a new Visit Incredible India Pass for travel in Economy class for flights on up to nine domestic sectors. The VIIP is available to pax flying into India on either Air India flights from now until 31 Mar, priced from two coupons at US\$200, up to nine for \$US720. Pax arriving on other airlines can also access the VIIP, priced from \$US270 up to \$US1,000. The pass has a 180 day validity.

Symphony overhaul

CRYSTAL Cruises will invest \$US15m on a revitalisation of the "signature spaces" aboard Crystal Symphony during a dry dock scheduled for Jun this year.

The 15-day project will see upgrades to *Symphony's* Avenue Saloon, Palm Court, Galaxy Lounge, Hollywood Theatre, Bridge Lounge, and the kids & teens play areas, Fantasia & Wave.

Remodelling will occur between 01 and 16 Jun.

Kiwi Collection critic

KIWI Collection is claiming to be the first luxury hotelier to enable guests to post reviews on its site to "offer an additional source of information for travellers."

Sheraton and Crowne Plaza satisfy most

GUESTS staying at Sheraton and Crowne Plaza hotels nationally have given the accom providers the highest satisfaction levels in the latest Roy Morgan Research Customer Satisfaction survey.

For the 12 months to Nov 2011 the two hoteliers (of 27 hotel brands in the poll) achieved a 91% satisfaction score.

Sheraton's approval rating soared by seven percentage points on 12 months earlier.

Third position was occupied by Westin, Hilton and Mantra, which each had a customer satisfaction level of 89%.

"Customer satisfaction for most premium hotels has increased over the past 12 months; by contrast, satisfaction for most mid-range and basic hotels and motels has remained steady and sometimes declined," said Roy Morgan Research's Jane Ianniello.

Travel Daily
First with the news

Tuesday 10th Jan 2012

Jump into Ireland

TOURISM Ireland has launched a three year marketing campaign that will be rolled out online in Australia and New Zealand, aimed at helping to build on the return to growth achieved in 2011.

The 'Jump into Ireland' promo is to target future growth in 2012 and reach the country's target of 9 million visitors by 2015.

The tagline was created to "convey a sense of playfulness and to reflect the immersive nature of a holiday here with iconic experiences and warm friendly people" the firm said.

Tourism Ireland chief exec Niall Gibbons said "Ireland remains strong in all our markets."

JOURNALIST

Would you like to join Australia's favourite travel publications?

Travel Daily and its associated titles *Cruise Weekly* and the new *Business Events News* are looking to appoint a journalist who will be a key part of our ongoing growth.

We are looking for someone who will enjoy being part of our busy, fun team, working to daily deadlines and continuing our passion to be "first with the news" in travel, cruising and also with our soon-to-launch new business tourism title .

This is a newly created full-time role in which the successful applicant will work with our existing editorial staff to produce the newsletters each day. You will also be required to represent the company at industry functions and events.

Requirements:

- Excellent written and verbal communication skills.
- Travel industry experience.
- Ability to work to deadlines, with an eye for detail.
- Friendly, well presented and outgoing.
- Knowledge of desktop publishing would be beneficial.

The position is based in our office in Epping, NSW with an attractive salary package on offer. Join the fun and friendly team at the travel industry's leading stable of publications.

Applications, which will be treated in strict confidence, should be made in writing to jobs@traveldaily.com.au by Mon 16th January 2011.

Travel Daily
First with the news

BEN

CRUISE
WEEKLY

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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Corporate International Consultant, Sydney

- ★ Award winning travel management company
- ★ Work in a team of 9 VIP Corporate Consultants
- ★ Salary to \$65k

Our client, a corporate travel management company is renowned in the industry as being the market leader in their field. They have a long standing impeccable reputation, and most people in corporate travel aspire to work for this leader.

They are currently looking for an experienced Corporate Travel Consultant to join their Corporate Division.

You will be managing your own portfolio of VIP Corporate Clients, working in a team of 9 very experienced consultants, all of whom have been in the industry for a long time and are renowned for their customer service and travel knowledge.

This is a rare opportunity for an experienced Corporate Travel Consultant who would like to work for a leader in corporate travel.

You will be rewarded with an outstanding working environment, have the ability to work within the most experienced travel team and they are offering a leading salary in corporate travel.

Contact **Sally Frappe** T: 02 9231 6444
E: sally@tmsap.com or [apply online](#)

Customer Care Online Travel Consultant - Brisbane

- ★ Do you love to give excellent customer care?
- ★ Do you like to deal with a variety of people?
- ★ This is a great chance to earn fantastic \$\$\$

This position is available for a short time as they are interviewing right now! And only the best need apply.

You will be dealing with consumers, consultants, suppliers and affiliates while responding to any client queries as in a helpdesk online capacity. You also will be supported by a great team of people who do really love their job. The earning potential of this position is fantastically surprising. Having customer care, positive attitude and a can do work ethic is the key to being successful in securing an interview. To find out more about these exciting roles in Brisbane.

Contact **Lucinda Coorey** T: 07 3221 9916 E: lucinda@tmsap.com

Inside Sales Executive, Sydney

- ★ Leading Corporate Travel Management Company
- ★ Entry level role into Sales
- ★ Base \$50k + commission

Are you a Travel Consultant looking to get in to sales? Our client has an entry level role to help kick start your sales career.

The client: The fifth largest travel management company in the world due to their commitment on delivering a higher standard of corporate travel service and innovative technology. This is an entry level role into sales which will see you responsible for: Cold calling, prospecting, get meetings, analyse client needs, build relationships with the client, working closely with BDM's. The client would like someone with previous experience in the travel & tourism industry who is energetic, motivated and not afraid to pick up the phone.

Contact **Sally Frappe** T: 02 9231 6444 E: sally@tmsap.com or [apply online](#)

Senior Retail Travel Consultant - Sydney CBD

- ★ Great Location - Central CBD!
- ★ \$45K + Super + Incentives
- ★ Great book of business!

If you are looking for a new retail travel consulting opportunity for 2012, then look no further!!! This reputable travel agency is seeking an experienced retail travel consultant to join their dynamic team! Due to the position of this office, you will have the opportunity to work with strong existing clientele as well as have the opportunity to build your own clients! To be considered for this role you must have previous experience in travel consulting, along with Galileo.

Contact **Marie Anderson** T: 02 9231 6444 E: marie@tmsap.com

Business Development Manager

- ★ Leading Online Company
- ★ Salary 65k plus super
- ★ Rare opportunity

Our client is a leading online company with offices throughout the world. They are currently looking for an experienced sales professionals to join their team in Sydney. You will be motivated and driven and have previous experience in working towards tight deadlines. The role will see you developing and managing the region to maximize revenues.

Contact **Stacy Balderston** T: 02 9231 6444 E: stacy@tmsap.com

Client Relations Coordinator

- ★ Do you have a proven track record in Customer Service?
- ★ Do you possess superior written and interpersonal communication skills?
- ★ Are you a meticulous, analytical and creative?

A leading Travel Wholesale Company is looking for a Customer Service Guru to handle its clients' relations!! You'll be rewarded with a great working environment and a competitive salary package. Make the most of your travel experience!!

Contact **Mehdi Spighi** T: 02 9231 6444 E: mehdi@tmsap.com or [apply online](#)

Travel Manager - Retail (SYDNEY CBD)

- ★ \$65K + Super + Incentives
- ★ Galileo/CrossCheck
- ★ Sydney CBD - Great Location

You need to have worked as a travel manager. Possess the ability to motivate and strengthen team dynamics. If you are a self motivated person and have a passion for the travel industry.

Contact **Marie Anderson** T: 02 9231 6444 E: marie@tmsap.com

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ADELAIDE & PERTH – (03) 9670 2577 – recruitsa@aaappointments.com.au & recruitwa@aaappointments.com.au

PACIFIC GEM!

**SOUTH PACIFIC SPECIALIST – TRAVEL CONSULTANTS x 3
SYDNEY: SALARY PACKAGE \$65K OTE**

If you have excellent sales skills, knowledge of a CRS (ideally Gal or Amadeus) and outstanding product knowledge of the South Pacific – we want to hear from you. Our client is a leading travel company specialising in South Pacific. As leaders in their field they are busy beyond belief and are looking for consultants to join their growing team. Benefits include a top salary package, outstanding incentives, and enviable educational as well as exceptional training and development opportunities.

ALL YOU COULD WANT + A CHERRY ON TOP!

**SENIOR LEISURE TRAVEL CONSULTANT
SYD (CHERRYBROOK) – SALARY PACKAGE \$60K+ DOE**

Tired of the daily struggle to commute into the city? Sick of sharing your space on over-crowded public transport? If you are an experienced consultant living around the hills district this is a chance to work closer to home. A well established and successful local agency is searching for an experienced senior to join their team as a full time consultant. Min 3 years experience, excellent destination knowledge and great customer service and sales skills. Get in fast!

BORN FREE!

**AFRICA TRAVEL SPECIALIST
MELBOURNE (INNER) - SALARY PACKAGE TO \$49K**

This boutique travel specialist is seeking a passionate travel consultant with personal travel experience in Africa. If you enjoy selling a product that offers travelers an experience like no other, this is your opportunity to gain one of only few specialist consulting role in Melbourne. This amazing role will not last long. Min 2 years international travel consulting exp required, together with extensive Africa travel experience.

JOIN THE LEADER OF THE PACK!

**MULTI SKILLED CORPORATE CONSULTANT X 3
PERTH (CITY) – SALARY PACKAGE TO \$60K+ (DOE)**

Looking to join one of the leader's in the Corporate Travel arena? This global TMC not only provides a great working environment to employees, they offer many benefits including increased superannuation, private health discounts, paid paternity/maternity leave & much more! To be successful for one of these terrific roles, applicants must possess a minimum 12mths international corporate travel experience.

TICKET YOUR WAY TO SUCCESS

**FARES AND TICKETING CONSULTANT
PERTH (CITY) – SALARY PACKAGE TO \$60K+ (OTE)**

Are you an experienced travel consultant looking to step behind the scenes? This is your perfect opportunity to gain a challenging role that will not only increase your skill set; it will provide you with a healthier bank balance. With a very respectable base salary, you will also have the opportunity to earn uncapped bonuses! Great working environment, together with sensational working hours. APPLY NOW

HIDDEN TREASURE

**HIGH END RESERVATIONS CONSULTANT
MELBOURNE (CITY) – SALARY PACKAGE TO \$60K+ (OTE)**

This is one of Melbourne's hidden gems! A global five star hotel group is seeking a travel professional to join their travel team in their loft style, Melbourne based, office. Working Monday to Friday hours only, you will be servicing high end member based clientele with prestigious properties throughout the world and packaging together with flights. Global career advancement opportunities.

SET SAIL FOR A NEW OPPORTUNITY

**CRUISE TRAVEL CONSULTANT
BRISBANE – UP TO \$50K PKG + INCENTIVES**

A rare opportunity is on offer for a talented consultant with a passion for cruise to join this award winning, renowned cruise specialist. This forward thinking team is seeking a bright, professional individual who is capable of selling both individual & group cruising. Whether it's a P&O South Pacific or luxury Cunard world cruise, you will be enjoy a variety of requests ensuring no two days are the same. Top salary, great perks & incentives are on offer for the right candidate. Register now.

A CHANGE IS AS GOOD AS A HOLIDAY

**SENIOR TRAVEL CONSULTANT x 2
GLADSTONE – SALARY PACKAGE UP TO \$50k**

Christmas holidays a distant memory? Got the back to work blues? Pack up and head north where this job is as hot as the weather. You will be joining a highly successful team who support and motivate each other throughout the day allowing you to use your passion for travel and sales skills to their fullest. As well as earning a fantastic salary & super famils, you will get every weekend off & only work a 9 day fortnight. The future has never looked brighter!



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With fares starting \$1,340 pp*, it's time to fly Executive Class.

Destination	Departure from	From
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	MEL	\$1,340*
	PER	\$1,390*
JAKARTA	SYD	\$1,358*
	MEL	\$1,340*
SINGAPORE	SYD	\$1,884*
	MEL	\$1,865*
KUALA LUMPUR	SYD	\$1,882*
	MEL	\$1,863*
BANGKOK	SYD	\$2,085*
	MEL	\$2,066*
HONG KONG	SYD	\$2,177*
	MEL	\$2,159*
GUANGZHOU	SYD	\$2,176*
	MEL	\$2,157*

Terms and conditions apply. Prices are per person return Executive Class air travel ex SYD, MEL & PER. Taxes and fuel surcharges are included and correct as of 16 December 2011 and are subject to change. SYD, MEL bookings must be paid and ticketed by 29 Feb 2012. Valid for the following travel departures ex SYD 09 Jan - 31 Mar 2012 ex MEL 11 Jan - 31 Mar 2012, ex Perth from 18 Jan - 31 Mar 2012, and restricted to GA727/728/729 only. Perth fares must be paid and ticketed by 29 Feb 2012. Maximum stay is 14 days ex PER and 1 month ex SYD/MEL. Limited seats available at this price. 180 degree lay flat bed is only available on the A330-200 aircraft.

