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Travel Daily

First with the news

Tuesday 31st January 2012

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ISSN 1834-3058

TD is growing!

THIS week the *Travel Daily* team has welcomed Christie-Lee Lachance as our new Client Relationship Manager.

Christie-Lee joins us from Specialist Holidays, and will be working with the rest of the team which has expanded to also now include Glenda Watson as administration assistant.

Christie-Lee can be contacted with any advertising enquiries on christie-lee@traveldaily.com.au.

Full content DJ Sabre deal

VIRGIN Australia has signed a full content distribution agreement with Sabre Travel Network, meaning its entire range of fares and inventory will be available to Sabre-connected agencies globally.

The pact, which is effective immediately, will see users offered real-time access to Virgin Australia content without surcharges, "ensuring the most accurate

shopping and booking experience," the GDS firm said.

The deal covers all fare families as well as ancillary sales, using the Electronic Miscellaneous Document protocol to give agents and corporations "significant process efficiency and flexibility across sales, settlement and reporting".

Other carriers set to implement Sabre's ancillary merchandising solutions include Air NZ, Etihad, Finnair, South African Airways, United Airlines and Finnair.

Today's announcement continues the evolution of Virgin Australia, which late last year announced that it would transition its operations to the SabreSonic CSS reservations system (*TD* 23 Nov).

Farewell to SAA chief

LAST night the industry gathered in Sydney to farewell long-time South African Airways head of Australasia, Thevan Krishna, who finishes up in his role today.

See page six for *TD*'s exclusive coverage of the event.

Last day for Centara

DON'T forget to get those last minute entries in for this month's Centara competition which wraps up today.

Another trip to Thailand is up for grabs - see page 7 for details.

Seven pages of news

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

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- AA Appointments jobs
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Air NZ ceo resignation

AIR New Zealand ceo Rob Fyfe this morning announced he would be stepping down at the end of 2012 (**TD** breaking news).

His departure will coincide with the end of his term as Chairman of the Star Alliance, as well as the completion of four years on the board of IATA.

Fyfe has headed up the NZ flag carrier since 2005, with chairman John Palmer saying a successor would be named in a few months.

CTC global promo Oz debut

THE Canadian Tourism Commission (CTC) has launched a new global marketing campaign, selecting Australia as the first int'l market to unveil some of its Signature Experiences Collection (SEC) members (**TD** 13 Jul 2011).

24 SEC members are taking part in the CTC Corroboree, launched today, promoting a range of extraordinary "authentic traveller-to-traveller" tourism experiences and stories from across Canada.

Tourism British Columbia, Travel Yukon, Travel Alberta and the Calgary Stampede have teamed

up with the CTC to promote the destination using ads in print, online and via social media, "for catching Aussies' attention."

Five ads will also be promoted in cinemas in select locations.

The global campaign's overseas debut is aimed at encouraging advocacy - "a powerful tool in convincing future consumers to visit this country," the CTC said.

"Our new global platform... will help us compete for more than our fair share of travellers from around the world - starting in Australia," said Greg Klassen, CTC senior vp Marketing Strategy & Communications.

Consolidated winner

CONSOLIDATED Travel has named Alpha Travel in Western Australia as the week 1 winner of \$1000 in its current Singapore Airlines promotion.

The incentive is running for tickets issued via Consolidated or Quikticket between 16 Jan and 05 Feb, with bonus David Jones gift vouchers also on offer.

Wu China Tourism role

WENDY Wu Tours has been appointed as the official rep of the Chongqing Municipality Tourism Bureau for Australian/NZ.

The appointment will see the tour operator launch a range of initiatives in both countries to promote the Chongqing region.

Tiger Mandala stake

INDONESIA's Mandala Airlines could be eyeing international services into Australia's north after Tiger Airways Singapore took a 33% stake in the carrier, according to *The Australian*.

Although currently without an operating permit, Mandala says it plans to relaunch in Apr using A320s that would be capable of flying into Australia and possibly link with Tiger Airways Australia domestic services.

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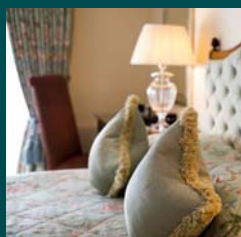


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CLICK HERE for further details

Explore youth brand

EXPLORE! has launched a range of adventure travel experiences in the UK aimed at the "18-30 somethings" market, called 'edge'.

The edge program features 75 'off the beaten track' small group flexible itineraries in over 40 countries in Asia, Europe, Central America, Europe, North Africa/Middle East and South America.

Edge is aimed at the young professional market and the trips are designed to provide free time for independent exploration.

The tour operator says it's "been pioneering small group adventures for over 30 years" and recently noted increased demand for youth adventures.

Trips vary in length from four days to 82 days, with group sizes of about 10 people, taking advantage of local transport, accommodation and restaurants.

At this stage the program is not being offered in the Australian market, the firm's local GSA Venture Holidays told **Travel Daily**.

Nagoya CNS charters

TOURISM Tropical North Qld has confirmed two new Korean Air charter services will operate between Nagoya and Cairns during Japan's Golden Week public holiday period.

The KE charters have a capacity of 280 seats and will arrive on 30 Apr and 03 May.

APT 2012 prices in 2013

APT has launched its Europe River Cruising 2013 Preview brochure which offers sailings at 2012 prices when booked before 30 Apr - info at aptgroup.travel.

Etihad points bonus

ETIHAD is offering triple bonus miles in its Etihad Guest loyalty program for travellers who book and fly Diamond First Class between 29 Jan and 10 Mar.

Double points are also on offer for Pearl Business Class bookings and travel during the same period.

Singapore visits spike

AUSTRALIAN visitor arrival numbers to Singapore rose 9% year on year in 2011 to 956,000, according to Singapore Tourism Board inbound visitor figures released yesterday afternoon.

New Zealand visits were up a whopping 28%, from 96,000 in 2010 to 123,000.

The figures also indicate Aussies are staying longer in Singapore, with the average length of stay rising from 2.89 days to 2.97.

STB Area Director, Oceania Sandra Leong said the results "have exceeded our targets and expectations, further confirming that Singapore is growing as a destination of choice with Aussies."

The imminent debut of Silk Air services between Singapore and Darwin, new low-cost carrier flights into Sydney by Singapore Airlines' off-shoot Scoot and the launch of Singapore's new International Cruise Terminal in mid-2012 are likely to see visitor numbers from Australia rise further this year.



Window Seat

THE urbane Thevan Krishna, who steps down as South African Airways head of Australasia today (see p6), last night gave an insight into the carrier's strong relationships with South African Tourism - and in particular SAT's country manager Lalie Ngozi.

"We get on like a house on fire - because I always do what Lalie says," Krishna told a farewell function at Sydney's Dockside.

AND also at the function, South African High Commissioner Koleka Mqukwana paid tribute to Krishna's long career at SAA, which has encompassed the massive changes in South Africa over the last decades.

Ms Mqukwana helpfully pointed out that "when you started working at South African Airways I was still at primary school".

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Nagoya CNS charters

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The KE charters have a seat capacity of 280 seats and will arrive on 30 Apr and 03 May.

Emirates ups Dublin

EMIRATES is upgauging aircraft used on services on its new Dublin route to Boeing 777-300ERs from Jul due to demand, which will see capacity increased by 52%.



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Cyclone looms off Fiji

FIJI is bracing for further heavy rainfall, with a tropical cyclone expected to hit the western side of Viti Levu in coming days and the possibility of gale force winds striking the Kadavu, Yasawa and the Mamanuca groups.

NZ ski earlybirds

NEWMANS Holidays has launched a range of earlybird specials for 2012 New Zealand skiing, including a \$630pp deal including 7 nights in Queenstown, 7 days car hire and a five day Ski NZ Superpass - 1300 130 525.

Peugeots in Portugal

DRIVEAWAY Holidays has today announced the ability for clients leasing Peugeot vehicles in Europe to return them to Lisbon and Oporto in Portugal.

Driveaway is offering a Peugeot Leasing Earlybird for bookings before 29 Feb, with extra days plus 50% off delivery/return fees - www.driveaway.com.au.

New Olympic route

OLYMPIC Air has announced a new route between Athens and Tel Aviv, with the destination to debut three times per week effective from 09 Mar.

The route aims to service increasing demand from business and leisure travellers, particularly the growth of religious tourism.

OA is represented in Australia, NZ and the South West Pacific by Aviation Online - see www.aviationonline.com.au.

Sunseeker returns

SUNLOVER Reef Cruises has completed a \$700,000 refurb of its 400-seat fast catamaran *Tropic Seeker* which is scheduled to return to operations this week.

Enhancements include new windows, carpet, seat coverings, and a freshly painted exterior.

Tropic Seeker operates between Cairns and Moore Reef pontoon and is also available for charter.



AFTA UPDATE

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

AS TODAY marks the end of the first month of 2012 and the world starts to return to work, there continues to be solid signs for a good year ahead.

Talk of more interest rate cuts, a strong Australian economy, continued strong Aussie dollar and sound job security indicates 2012 should be a good year.

Unfortunately, the only thing that does not seem to be set for a good year is federal politics. There is no doubt that the events that occurred over the Australia Day celebrations were once again very "un Australian". And now, as the full story comes out, the nasty and bitter exchanges get set to continue between the Prime Minister and Opposition Leader. None of this helps in the end.

What needs to happen is for sound policies to be agreed, legislated, implemented and all with the best interest of the nation in mind.

Sorry, clearly that is a little too much to ask these days as the fighting, and arguing is set to continue while we have this very precious political situation sitting on a knife edge in Canberra.

It is most unfortunate for everyone and the travel industry will not be insulated from these continued frustrations as they have significant impacts upon consumer sentiment and in the end no doubt on the ongoing prosperity of the nation. For everyone's sake, one can only hope that an entire year will not go by in this constant state of this very negative environment.

I trust that everyone else other than the Prime Minister and the Opposition Leader enjoyed Australia Day and celebrated the wonderful success of our nation.



Jon Marshall to BCD

FORMER Etihad Victoria state manager Jon Marshall has been appointed as Head of Sales and Client Services for BCD Travel.

BCD gm Louise Wheeler said the move would help with the "sustainable management of our rapid growth".

RBA boost MEL flights

ROYAL Brunei Airlines yesterday afternoon confirmed it would lift flight frequencies between Brunei and Melbourne from four times weekly to daily, effective 25 Mar (**TD** breaking news).

The increase will add an extra 88,920 seats per annum.



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Philippine Airlines' GSA, has a vacancy for a well experienced and enthusiastic consultant at its centrally located office in Melbourne.

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Tuesday 31st Jan 2012

Jetstar NZ micro-site

JETSTAR has launched a web page with Tourism New Zealand that highlights things to do in the country, such as nature, wildlife, historical sites, watersport, beach and snow experiences.

See jetstar.com/tourismnz.

AviancaTaca jet order

LATIN American carrier Avianca Taca last week finalised its 51 eco-efficient A320 aircraft order with Airbus, which incl 33 A320neos, after signing an MOU in Jun 2011.

Are you in the running to **WIN a Gold Bar*?**



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Visa-free Russia entry

BEYOND Travel says cruise pax can get access to visit the Russian capital of St Petersburg for up to three days without first obtaining a visa under new guidelines.

According to marketing mgr Bryce Crampton, the new regulation enables stays for up to 72 hours visa-free, but must be booked before leaving Australia.

The Russian visa is currently priced at \$110pp and takes about seven days to process.

Rainbow Tower open

THE Hilton Hawaiian Village Waikiki Beach Resort has completed a nine-month long \$45 million renovation of its iconic 800-room Rainbow Tower.

New Smithsonian

THE Smithsonian will break ground on the National Museum of African American History & Culture, being built between the Washington Monument and the National Museum of American History, on 22 Feb 2012.

Once completed, the attraction will be the only national museum devoted to the documentation of African American life, art, history and culture.

The museum is expected to open in three years time.

Five star London

THE Athanaeum in London is offering its luxury apartments in Mayfair for £399 per night until the end of Mar.

The apartments, which can accommodate two adults and two children, connect directly to the hotel and offer guests full use of the spa, gym and hot tubs as well as complimentary wi-fi.

There's also a complimentary mini bar including alcohol, soft drinks, snacks and even ice cream and kids under 12 eat free when dining with adults - for details see athanaeumhotel.com/apartments.

AA USA fares via PVG

AMERICAN Airlines is offering year round fares to Los Angeles and New York ex Sydney priced from \$2,033 & \$2,438 respectively flying via Shanghai, China.

The Economy class fares include taxes and surcharges and must be booked in N class.

AA also has a range of fares via Shanghai to Miami, Orlando, Boston and San Francisco.

Hard Rock hotel gong

HARD Rock Hotel Penang has been ranked as the "trendiest" hotel in Malaysia for the 2nd year running by TripAdvisor's 2012 'Traveler's Choice Awards'.

Money

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

\$1AUD = US1.057

THE Aussie dollar is continuing its rampant New Year run, surging above US\$1.06 yesterday.

The A\$ is up 4% this year - despite expectations that the Reserve Bank will cut interest rates at next Tue's meeting.

There's still major uncertainty about the European economy which is affecting inbound operators - but improving hopes of a resolution of the debt crisis in Greece are boosting sentiment and will hopefully flow through to consumer confidence in the coming months.

A dark cloud on the horizon for airlines is the continuing high price of oil which is now trading close to US\$100 per barrel.

Wholesale rates this morning:

US	\$1.057
UK	£0.672
NZ	\$1.285
Euro	€0.804
Japan	¥80.34
Thailand	฿32.93
China	¥6.60
South Africa	R8.18
Canada	\$1.053
Crude oil	US\$98.86

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The end of an era for South African Airways

Tuesday 31st Jan 2012

THEVAN Krishna has had a long association with South African Airways, with his extensive career including two stints managing its Australasian operations - including establishing its long-running and highly successful code share agreement with Qantas on the South Africa route.

Last night industry friends gathered to farewell Krishna, who is starting a new phase as he steps down from the role, to be replaced in Apr by Tim Clyde-Smith (**TD** 16 Jan).

In an emotional farewell, the charming, erudite and gentlemanly Krishna spoke of highlights including meeting the Queen, escorting Nelson Mandela on several trips, the 2010 World Cup and being part of the carrier as it evolved through the introduction of democracy in South Africa.

Jacqui Walshe from The Walshe Group was among many who spoke of Krishna's extensive contributions to the industry, with her speech including this poetic tribute:

*The time has come, so sad to say, to farewell our friend Thevan
Thirty four years with SAA, he began when he turned seven!
A Durban man he's proud to claim, and despite the years away,
He loves his dear South Africa, specially when they play
In cricket, rugby, tiddlywinks, just simply name your sport,
And if his country's playing, Thevan's in support.*

*Quick to email cricket scores when his team looks like a win
And when Australia beats 'em, the atmosphere is grim...
Take the World Cup Rugby - his team was home and free
If it hadn't been for Pocock and that Kiwi referee.*

*Despite his sporting bias, he has fought so many fights
Up there in dear Head Office, if they tried to reduce his flights.
He'd demonstrate how good things were, how great were his load factors
He'd thumb his nose, respectfully, to all of his detractors
So farewell Thevan, we wish you well wherever you may roam
We know one thing you'll always do, you'll call Australia home.*



LEFT: Thevan Krishna (right) with Craig Watson from Tennis Australia - an association from six years of SAA sponsorship of the Sydney International tournament.



RIGHT: South African Tourism head Lalie Ngozi with Leila Fiedler of DMS Destination Management Services.



LEFT: Cam Wallace from Air NZ with Qantas Group Executive Commercial, Rob Gurney.

BELOW: Julie de Palo from Bench International, Wayne Hamilton of The Africa Safari Co, and Graham Ware, SAA.



LEFT: Subhas Menon, Singapore Airlines; Melvyn Almedia, Consolidated Travel; Thevan Krishna, South African Airways; Richard Davis, Ebsworth Lawyers; and Warren Bennett, BARA.



RIGHT: Ken Triffit, Aircalin; Warwick Blacker, Jetset Travelworld Group; Alan Wolf, Bay Travel; and Peter Wiesner, Bangkok Airways.



LEFT: The lovely SAA ladies.



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ROCKY MOUNTAINEER

Tuesday 31st Jan 2012

QantasLink expands

QANTASLINK this morning announced the introduction of Boeing 717 jet services on three regional Qld routes, as well as expanded capacity to a number of other destinations across the state (**TD** breaking news).

Two B717s will be added to the Qld QantasLink fleet, and will operate from Brisbane to Mackay, Gladstone and Rockhampton from Mar this year.

Executive manager Narendra Kumar said the move would boost QFLink Qld capacity by more than 200,000 seats a year.

Other changes will see more Q300 and Q400 flights operate to other destinations including Emerald, Bundaberg and Roma.

Euro companion fares

INSIGHT Vacations and Trafalgar have partnered with Singapore Airlines to offer companion airfares for travellers booking a European tour before 31 Mar.

SQ companion fares to Rome are priced from \$1829 for the first traveller and \$999 for the second ex Sydney, Melbourne, Brisbane and Adelaide or to Paris from \$1899pp and \$999 for a guest.

Insight packages are for travel from 01 Oct to 15 Nov 2012 to Europe and Trafalgar's deals are for Europe and Britain itineraries departing from 01 Mar to 15 Nov.

AirAsia X ups Tokyo

AIRASIA X will expand its Kuala Lumpur to Haneda Tokyo route from three flights to six weekly from 23 Mar and up to seven a week, effective 22 Jun.

50% off Uniworld 2012

UNIWORLD Boutique River Collection is offering discounts of 50% on a select range of 2012 cruise departures, providing savings of up to \$5,762pp.

12 itineraries are currently on sale, departing between 29 Mar and 15 Aug, including the Paris & Normandy sailing on 18 May, the Grand Treasures of Europe on 15 Jul and the Paris & European River Romance on 15 Aug.

The 50% discount is based on the lead cabin category price of the available sailings, with cabin upgrades also available.

The offer ends on 29 Feb 2012.

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

What additional services would you like to experience at a Centara hotel or resort and why?



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Travel Daily
First with the news

CCC Fiji Sail 7 Pay 4

CAPTAIN Cook Cruises Fiji is offering savings of up to \$976 on seven night cruises (the cost of four nights) at \$1700pp in a stateroom on sale til 17 Mar and for travel from 01 Apr to 31 Mar.

Early booking savers are still available on Cabin and new Tabua Suite prices.

Beachcomber 60yrs

BEACHCOMBER Tours is celebrating its 60th year in Mauritius with discounts of up to 60% offered to brides, companions and kids as well as 60% off all-inclusive packages for companions and its collection of 4- and 5-star properties.

EY Travel Club special

BREAKAWAY Travel Club has new travel industry rates on fares to Europe, the Middle East, North America, Africa and Singapore, for sales to 30 Apr 2012.

Coral Zone (Economy) fares to 12 European cities, incl London, Paris and Frankfurt, lead in at \$1,579 plus taxes.

Win a Bentours trip

BENTOURS and Paddy Pallin are offering travellers the chance to win a trip to Norway when they shop at any store and fill out an entry form up until 19 Feb.

The winner will spend seven nights on a Classic Voyage North cruise for two with full board and economy class flights - details at bentours.com.au/paddypallin.



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**.

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MAKE 2012 YOUR YEAR!

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WELCOME TO 2012!



Happy New Year Everyone! I have been back with TMS in the role as General Manager for six months now and I have had the opportunity to catch up with many of our industry partners,

and I am delighted with our activity in the market. Our newly energised, engaging and professional team fully embrace our core values, building on our solid reputation of 15 years. Our team has pride in their service levels, integrity and flexible tailored approach to your recruitment needs. This is what enables us to be recognised annually as the only travel recruitment company awarded with Best Practice. As always, I welcome a chat anytime. Call me on (02) 9231 6444.

Sally Matheson,
General Manager

Look out for the return of the
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TOP JOBS OF THE WEEK

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GENERAL ROLES

Sales Executive - Online Group Buying SYDNEY OTE\$150k
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GDS Help Desk Consultant \$55k + Super SYDNEY
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Regional Sales Mngr. OTE\$150k + Super ACT
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Int. Travel Cnslt. x 2 \$45k + Pkg + Incent HILLS DISTRICT SYDNEY
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Business Dev. Mngr. \$55-60k + Super SYDNEY
[CLICK FOR MORE](#)

GENERAL ROLES

Cust. Care Online Travel Cnslt. \$50k + Super BRISBANE CBD
[CLICK FOR MORE](#)

Retail Travel Cnslt fr. \$35k + Super + Comm PERTH
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Cust. Relations Coord. \$50k + Super SYDNEY
[CLICK FOR MORE](#)

Business Dev. Mngr. \$55k + Super + Bonus PERTH
[CLICK FOR MORE](#)

Account Manager \$55k + Super + Bonus SYDNEY CBD
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TEMP ROLES

Multi skilled Corp Travel Cnslt \$NEG SYDNEY CBD
[CLICK FOR MORE](#)

Groups & Events Travel Coord \$NEG CITY FRINGE
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Retail Travel Cnslt \$NEG SYDNEY CBD
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Dom Corp Travel Cnslt \$NEG EASTERN SUBURBS
[CLICK FOR MORE](#)

Admin & Back Office Assistant \$NEG SYDNEY CBD
[CLICK FOR MORE](#)

MEET THE TEAM



NAME: Sally Frape

ROLE: Executive Recruiter

YEARS IN INDUSTRY: 25

FAVORITE DESTINATION?

Asia, anywhere in Asia. From Vietnam, Bali, Thailand, Singapore. Love the accessibility, always lots of flights to choose from. You don't have to travel to far to be "in another world". The hotels are out of this world, giving you luxury for a great price. Love the shopping, access to outstanding Day Spas and fabulous restaurants, all giving you unbeatable service for amazing prices.

TOP TIP FOR CANDIDATES?

Prepare, prepare, prepare. Going for an interview takes a lot of preparation. If you just turn up, you probably won't get the job. You need to do your homework, study the client, think what you can bring to a role. Can't stress this enough. Prepare....

TOP TIP FOR EMPLOYERS?

Don't let the recruitment process take too long. If you like a candidate grab them or keep them warm. Always keep the recruitment process moving along.

TOP TRAVEL TIP

When travelling with kids, you can't prepare enough. Get the kids practicing at home with chairs like on a plane. Tell the kids if they make too much noise the captain will throw them out of the window... that one works.

DON'T WAIT ANOTHER YEAR... **MAKE THE CHANGE NOW!**

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**YOUR TOP NEW ROLE IS JUST
A PHONE CALL AWAY! CALL AA**

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VIC – 1/167-169 Queen St, MELBOURNE – (03) 9670 2577 – recruit@aaappointments.com.au

QLD & NT – 13/97 Creek St, BRISBANE – (07) 3229 9600 – employment@aaappointments.com.au

WA & SA – (03) 9670 2577 – recruitwa@aaappointments.com.au & recruitsa@aaappointments.com.au

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**THE WORLD IS YOUR OYSTER
WHOLESALE TRAVEL CONSULTANT
SYDNEY – SALARY PACKAGE TO \$55K**

Are you a talented travel consultant with excellent destination knowledge and strong sales skills? Are you tired of face to face clients and looking for a role away from retail travel?

Join this leading wholesale travel company and be rewarded with excellent incentives and career development. You will require a minimum one year travel consulting experience, excellent international destination knowledge and top sales ability. Knowledge of native Calypso would be a definite plus.

STRICTLY BUSINESS

**INTERNATIONAL CORPORATE TRAVEL CONSULTANT
SYDNEY – NORTH SALARY PACKAGE \$60K+**

This is the time to realise your full potential and reward yourself with a role that will allow you weekends off and a top salary! Come join this award winning corporate agency based in North Sydney and be part of an intimate team. Excellent career development, plus an outstanding salary package and incentives is on offer! If you have 2 years experience in leisure or corporate travel, CRS and ticketing experience - apply now! Don't miss this chance.

**WILD OPPORTUNITY
AFRICAN SPECIALIST**

MELBOURNE – SALARY PACKAGE TO \$52K (DOE)

We have a rare and exciting opportunity for a knowledgeable African expert. Located close to the CBD this organisation is looking for an experienced consultant to join their growing team. You will be responsible for selling their high end product to agents and direct customers. You will have opportunities to move within the organisation and the educationals are amazing! Roles like this don't come round often so apply today!

WANT TO WORK 4 DAYS A WEEK?

RETAIL TRAVEL CONSULTANT

MELBOURNE - SALARY PACKAGE TO \$55k (DOE)

Are you finally ready for a change? Do you a small client base that will follow you to your new office? We have a wonderful opportunity for an experienced consultant to join this retail agency located in South Yarra, work either 4 or 5 day week (the choice is yours) your client base will start the ball rolling while you assist staff with the over flow of their clients and build new business for your self. Roles like this are unheard of.

**SET SAIL FOR THIS ONLINE CRUISE COMPANY
ONLINE CRUISE CONSULTANT**

MELBOURNE – SALARY PACKAGE \$50K (DOE)

Love cruises? We have a hot new role based in Melbourne for an experienced cruise consultant who is looking at taking a step away from face to face sales! This online cruise travel company is seeking a motivated consultant with strong sales skills, together with impeccable attention to detail.

Sell the products you are passionate about in a fun working environment with a fantastic salary package on offer.

**SICK OF RETAIL? IT'S TIME FOR BUSINESS
CORPORATE CONSULTANTS**

MELBOURNE & PERTH – SALARY PACKAGE TO \$50K

Are you an experienced corporate consultant? We have exciting new roles on in both Perth and Melbourne for experienced agents! Both roles are located in the CBD and offer fantastic career progression and fun teams to work with! Come and book travel for people who know exactly what they want, no more time wasters, low salary or face to face! Apply today to find out more!

**HIT THE SHOPS ON YOUR LUNCH-BREAK
RETAIL TRAVEL CONSULTANT**

BRISBANE NORTHERN SUBURB – SALARY PKGE \$50K + BONUS

Want to join a busy and well established team? Here's your chance. Located in the northern suburbs this leading travel agency needs an experienced travel consultant to jump in. Situated in a busy shopping centre your day will be full of new and exciting enquires. You'll earn a strong salary along with increasing your take home pay with the rewarding incentive scheme. Parking is provided and top educationals will be on offer. Don't hesitate or you may miss out.

**HAVE FUN IN PARADISE
RETAIL TRAVEL CONSULTANT**

CAIRNS – SALARY PACKAGE OTE \$55K

Need a change of scenery? Looking for a relaxed environment where you can use your travel consulting expertise? Then why not make a move north. We currently have a vacancy within a leading Cairns agency. You will be part of fun and supportive team where management put you first. You'll have the security of a strong salary pkg and enjoy a much needed lifestyle change.

Sound like the move you need? Apply today.



Immigration on Board*

The Fastest Way to Enter Indonesia.

Garuda Indonesia makes your arrival into Indonesia easier and quicker with Immigration on Board. It is our exclusive service to all inbound passengers on flights from Sydney to Jakarta. From the 20th of January 2012 we are pleased to be introducing this service on our direct Sydney to Denpasar flights.

Immigration on Board allows for all immigration requirements to be completed inflight, and after disembarking, you can go straight through the Fast Track lane to collect your luggage, leaving the terminal only minutes later.

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For further information please contact Garuda Indonesia on 1300 365 331.



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Garuda Indonesia 

QATAR AIRWAYS RECRUITMENT

Strive for Excellence with One of the World's Fastest Growing Airlines!

The World's 5-star airline and fastest growing carrier, Qatar Airways is dedicated to excellence and continuous improvement. We relate this same philosophy towards our people where we provide diverse career focus, continual development and training. If you are looking for a challenging career which carries a competitive remuneration package and benefits associated with the industry, this is the place for you.

We invite applications for the following positions to be based in

Perth, Western Australia

Commercial Manager

Provide overall leadership on a strategic and commercial level for all sales, marketing, administration and other activities within the assigned station. To strategically develop and deliver revenue for Qatar Airways, maximising the return from existing market whilst identifying and penetrating new markets where appropriate.

We require at least 6 years related experience within the travel industry and airline marketing as well as a track record of delivery of significant change. Strong sales ability (with at least 4 years sales experience) and a proven ability to negotiate and work within a multi-national and multi-cultural environment with strong leadership skills.

Sales Executives

Objective to maximise and ensure the commercial success as well as to surpass the allocated targets of the airline in the area of responsibility. To create maximum awareness of Qatar Airways products and services as well as to protect existing business and constantly explore/seek new opportunities.

We require 3 or more years of professional sales experience, preferably in an Airline industry. Proven knowledge of GDS system and ticketing with strong negotiation and presentation skills. Experience of working in a target driven environment.

Sales Support Agent

The successful candidate is responsible to support the sales team to achieve and maximise the revenue targets. The incumbent will also assist in marketing and pricing activities on the execution level.

We require 3 years or more in a similar role and to be trained in Reservations & Ticketing as well as tariff GDS or airline system background.

Admin Assistant

Representing the Perth office, the Administration Assistant is responsible for assisting the station in the day-to-day functions while promoting high standards of corporate values through correspondence, telephone and personal contact.

The candidate must have the ability to interpret a variety of instructions, conversant with the principles and techniques, maintains confidentiality and able to make independent judgments/decisions in absence of supervision.

We require a minimum of 2 year experience in an administrative role with excellent spoken and written English skills. Certificate in computer applications and administration services is preferred.

Reservations and Ticketing Agents

The successful candidate is responsible to sell and serve customers professionally through telephone contact or in person. Exceed customer expectation, generate revenue, and deliver Qatar Airways renowned 5-star services.

We require a minimum of 2 or more years customer service experience in an airline / travel industry/ hospitality organization. IATA or airline basic tariff and pricing course as well as experience with Amadeus will be an advantage. High potential individual willing to be trained.

Finance Assistant

The successful candidate is responsible to undertake a variety of activities including bank reconciliations and compiling relevant reports. Prepare and process refunds, ensure all receivables are collected on time and matched off, debtors aging to be kept up-to-date.

We require a minimum of 3 years practical work experience in finance and accounting with necessary airline knowledge, skills and expertise to undertake financial/ accounting assignments independently. Must have ability to work under pressure. Industry experience will be an advantage.

Airport Services Duty Officer

Achieve optimum customer satisfaction and on-time departure of flights as well as safety of all Qatar Airways operations. Overall control of the shift as a direct representative of the Airport Services Manager. To supervise and control flight-handling activities such as flight editing, check-in, transfers and boarding, etc, in order to ensure a high service standard.

We require a minimum of 5 years experience in an airline or a reputed ground handling agent on a supervisory level. Good understanding of Conditions of Carriage, International Civil Aviation Safety and Security procedures in accordance with ICAO and IATA and local authorities. Strong leadership skills.

Airport Services Agents

Representing the company in providing Qatar Airways renowned 5-star services to customers at the airport terminal, and helping create a stress free environment for customers whilst travelling. Support in ensuring total quality service and adhering to safety policy and security standards of the company.

We require a minimum of 2 year customer service experience in an airline / travel industry/ hospitality organization. IATA or airline Basic Tariff and ticketing knowledge will be an advantage.

Please send your detailed CV to employment@au.qatarairways.com by COB Mon, 6 Feb 2012.

Only those candidates that have made the shortlist will be advised.