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Thursday 7th June 2012

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Viking local call centre

VIKING River Cruises has created a local contact centre as the latest step in its investment in the area.

The toll-free phone number is 1800 829 138, and is operational weekdays from 9am to 6pm.

CHC snow flt chaos

CHRISTCHURCH Int'l Airport is warning of flight disruptions and delays today due to heavy snowfalls in the past 24-hrs, however the airport remains operational.

Sichuan confirms Melbourne

CHINESE carrier Sichuan Airlines has confirmed plans to introduce Australian services to Melbourne, as recently flagged by *Travel Daily*.

The airline signalled plans to add Melbourne and Sydney to its network recently (*TD* 06 Mar), but has now revealed the Victorian capital would be its first gateway, within a Sabre announcement.

This week, 3U announced the signing of a long-term full content deal with Sabre Travel Network, providing Sabre-connected agents with access to its range of fares and seat inventory.

The deal was made ahead of the launch of the Chengdu-based carrier's maiden int'l services to Vancouver, due later this month.

Sichuan executive Pingshu Hu said the carrier's next phase of growth "requires us to be globally connected, and we believe Sabre is an ideal partner."

The Sabre/Sichuan statement said an "aggressive international expansion plan" would include new "services to Amsterdam, Frankfurt and Melbourne."

Sichuan Airlines' long-haul fleet currently comprises three Airbus A330-200s.

Qatar Airways Perth

QATAR Airways is celebrating its soon to launch Perth service with a special front full page for today's issue of *Travel Daily*.

CEO Akbar Al Baker said Perth was a "relatively underserved destination, particularly by Middle Eastern airlines," with a range of launch deals including economy return flights to Europe from \$1504, and business class companion fares from \$5425pp

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Cathay appointment

CATHAY Pacific Airways has today announced the appointment of Julie Reid as its new Sales & Marketing Manager for Australia.

Reid joins the carrier from a corporate sales general manager position which she held at HRG Global Travel Services.

More appointments on **page 6**.

Oman certified push

TRAVEL agents are being urged to register as a preferred agent with Oman Tourism following the launch of a new site that directs consumers only to certified Oman qualified specialists.

Oman Tourism manager Aus/NZ Mona Tannous told *TD* the 'Side Trip of a Lifetime' portal (**p3 & 5**) diverts booking enquiries to, at this stage, 50 local Oman experts.

About 780 agents have 'earned their stripes' to be recognised as specialists, either by participating in an Oman famil or completing the online training course, but just 7% of those have registered at www.omantourism.com.au.

"Agents will need to get on board now or they'll miss out on potential sales," Tannous warned.

Seven pages of news

Travel Daily today has seven pages of news, a front full page for **Qatar Airways** plus full pages from: (*click*)

- TMS Asia Pacific jobs
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Thursday 7th June 2012

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Brunel chauffeur wifi

BRUNEL Chauffeur Drive has introduced wi-fi "hot spots" on its luxury limousine fleet in Sydney.

The move means clients can access the internet whilst on the move, with the service offered complimentary when travelling between the CBD and the airport.

On other longer routes a fee of \$10 will be added to the account.

EY regional vp in Syd

ETIHAD Airways has consolidated its Asia Pacific South & Australasia regional functions with the recent appointment of Lindsay White as the airline's new vice president for the region (**TD** 17 May).

The airline's regional office was formerly in Bangkok.

The move brings together the Sydney-based regional teams responsible for regional marketing, corporate comms, finance and human resources.

An EY spokesman told **TD** the operation of the Bangkok office is unaffected by the change.

Walshe Grp nabs Oman Air

ANOTHER Middle East carrier is stepping up its presence in the region, with Oman Air appointing the Walshe Group as its General Sales Agent for Australia and NZ, effective immediately.

Oman Air currently operates an all Airbus fleet and has 6 Boeing 787 *Dreamliner* aircraft on order, with which it aspires to operate to new long-haul markets in the future, including Australia.

DNSW reshuffle

DESTINATION NSW has unveiled a new structure, with a range of changes including the separation of Marketing & Communications into two divisions; the creation of a new Industry Partnerships Division and stronger support for Digital Marketing & Regional NSW.

CEO Sandra Chipchase said the move would "reduce duplication, improve efficiency, foster innovation and reduce reliance on external agencies."

Currently, WY has a partnership with Malaysia Airlines from Sydney, Brisbane, Melbourne and Perth into Kuala Lumpur, from which it operates four times weekly direct to the Omani capital, Muscat.

This year, Oman Air appointed Australian ex Qantas staff Wayne Pearce as its new chief executive officer (**TD** 09 Jan), following the Arab airline trend of recognition for Australian airline executives.

The two-year appointment is the first time Oman Air has had representation in Australia.

The Oman Air account will be managed by Alan Wilcock, who is also the national sales manager for SriLankan Airlines.

Hawaii comp winner!

CONGRATULATIONS to Karryn Cook of Harvey World Travel Umina who was chosen by Hawaii Tourism Oceania as the winner of last month's Hawaii competition.

Karryn will soon be jetting off with a friend to Honolulu on Hawaiian Airlines flying aboard a new A330, where they'll be spoilt to five-nights at the sophisticated Trump International Hotel Waikiki Beach Walk.

Her entry for the final question, "Which 2 islands would you suggest your clients to visit & why?" was:

Oahu, Hawaii's Heart - Mountain Views and Natural Wonders sets this island worlds apart.

Maui, Magical Isle - golf, art & whales, Lahaina, Hana, a welcoming smile.

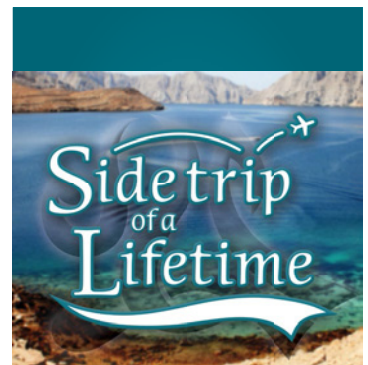
MEANWHILE, for those readers who missed out on the big Hawaii prize last month, this month we are giving away a trip to Greece courtesy of Sun Island Tours - **p7**.

Econo Lodge expands

CHOICE Hotels Australasia is capitalising on "unprecedented growth" in the three years since its launch by this year adding hotels in WA & Tas to its portfolio.

The group has also opened a new hotel in Melbourne with ceo Trent Fraser saying it aims to have Econo Lodge hotels in "all Australian cities & regional areas".

With existing properties in NSW, SA, Vic, Qld and NZ, the group now boasts a total of 21 hotels.



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PMC boost regional downside

INTERNATIONAL visitor numbers and average spending will decline at a much faster rate under a higher Passenger Movement Charge, according to the Tourism & Transport Forum.

The recent Federal Budget included an increase in the PMC to \$55, up from the current \$47 (TD 09 May), which has since caused a stir by industry bodies.

TTF chief executive John Lee

said the increased cost of flying to Australia will only hurt tourism.

"A higher upfront cost means less money to spend in Australia and less dispersal of international visitors to regional areas," Lee said.

Regional spending has increased from \$3b to \$3.2b in the year to Mar 2012 despite the percentage of tourists visiting regional areas falling from 38% to 34%.

"Increasing the PMC, higher airport policing charges and the carbon tax will all reduce Australia's competitiveness as an international destination and accelerate the fall we are already seeing in international visitation to regional areas – something tourism operators in those areas can ill-afford," Lee added.

AKL fees up & down

AUCKLAND Airport is raising airport charges by NZ\$1.32 to NS\$5.55 for domestic pax but dropping int'l charges by NZ\$0.58 to NZ\$21.55, effective 01 Jul.

Virgin one-stop for tix

BLUE Holidays has integrated a facility for booking show tickets as part of air & accom packages.

Velocity points can also be earned & burnt for tickets to shows and events such as the 18th Biennale of Sydney & Agatha Christie's *The Mousetrap* performances.

Big Kumuka savings

SAVINGS of up to \$2,900 per couple are available on a range of Kumuka Small Group Tours.

Discounts of up to 15% are offered for bookings made by 22 Jun, valid for travel anytime on currently released itineraries.

AI settles 787 dispute

THE Indian govt has approved an undisclosed compensation deal with Boeing for the delayed delivery of the 787 *Dreamliner* for the state-owned Air India.

AI was seeking US\$145 million compensation (TD 05 Aug 10).

The move paves the way for AI to take delivery of the first of its 787s this month.



Window Seat

AS NEW and exciting taste delicacies are being discovered, leave it to America to pioneer another of those "should I, could I or would I like, flavours".

Omni Hotels has introduced candied bacon flavoured ice-cream sandwiches, offered at the hotel chain's poolside eateries this US summer.

And if bacon-flavoured ice-cream is a day at the beach for you, a 'blood orange' cocktail awaits you next.

STICKING with the food theme, Oman Tourism's event last night at Embers Mezza Bar in Sydney included a traditional Omani-style communal meal as one of the many degustation courses.

The pilaf consisted of 6-hour slow-roasted (in a confit of duck fat) shredded lamb, rice, cardomom, cinnamon, all spice and barberries, served with yoghurt and almonds.

The 'dish' kept the 50-strong attendees coming back for more - as soon as Sultanate of Oman Tourism's Mona Tannous gave it the thumbs up (below).

And **Travel Daily** can attest, yes the dish was a taste sensation!



O man! that's a hunger-buster!



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Domestic travel rising

AUSSIERS are preferring to holiday at home this winter, according to new data from online accom booking site lastminute.com.au.

Melbourne, Sydney, Gold Coast, Brisbane and Darwin were the most popular Aussie destinations travellers were flocking to this winter, the firm reported yesterday.

Unsurprisingly, ski regions such as Jindabyne, Falls Creek and Thredbo have seen bookings skyrocket during cooler months, and warmer northern climates are also seeing booking spikes.

International holidays are still growing in popularity, with Koh Samui in Thailand seeing a 138% year-on-year jump in bookings made through lastminute.

Dana Air grounded

NIGERIAN airline Dana Air has had its aviation licence suspended and all flights grounded as an investigation into the cause of a crash this week (**TD Mon**) begins.

TNT Canon jv fires up

TOURISM NT has signed a partnership with Canon Australia, becoming the first ever Australian tourism organisation to align with the photography experts.

The tie-up aims to lure domestic visitors to travel to the Northern Territory using imagery of the natural & cultural experiences on offer in the NT.

There's also a comp to win a Top End Photographic Adventure up for grabs, with winners provided with Canon cameras.

HA inbound points

HAWAIIAN Airlines is enticing US-based members of its frequent flyer program to book fares to Sydney this month, offering guests double HawaiianMiles for travel up until 31 Dec 2012.

The online offer applies ex HA's 10 West Coast cities, and provides up to 30,000 return miles.

The promo is run in partnership with Tourism Australia.

More fun in the Philippines,
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more details



Suppliers gather for Flight Centre



LEFT: Karen Tsolakis, Qantas head of industry & corporate sales, was among more than 160 Flight Centre suppliers who took part in the company's Annual Supplier Event last night.

They braved arctic conditions and freezing rain to pay their respects at Ocean Terminal in Sydney, and Tsolakis is pictured with Flight Centre co-founder and md, Graham Turner.

Trade mates ATE app

TOURISM Australia has updated its mobile app for the Australian Tourism Exchange in Perth in Jun.

The improved app will now offer access to appointments along with info on company biographies, websites and backgrounds.

Get the app at bit.ly/tamate.

HK arrivals rise in Apr

HONG Kong Tourism Board has announced a 14.4% year-on-year increase in global visitor arrivals for the month of Apr, with numbers peaking at 3.84 million.

The Australia/New Zealand and South Pacific region showed a 5% decline in arrivals, to 68,500.

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Oman courts visitors via video



A **BRAND** new online platform conceived by Oman Tourism's local office to showcase the destination from a first person's view will be rolled out globally.

After two years of planning, the 'Side Trip of a Lifetime' portal (www.sidetripofalifetime.com.au) officially went 'live' for the first time yesterday afternoon.

The site is an extension of The Sultanate of Oman's existing omantourism.com.au website, and highlights characteristics of what makes Oman unique via 144 recently filmed documentary-style video snippets.

The concept is the brainchild of Oman Tourism country manager Aus/NZ Mona Tannous, who told **TD** the platform has been given a green light to be rolled out across Oman's other regional offices.

The videos, most of which are under 2-minutes duration, have been filmed via head-mounted cameras to give the viewer the

impression they are experiencing Oman in person.

Videos cover a comprehensive range of locations, attractions and experiences, and are designed to help potential travellers tailor a journey to match their desires.

The site's launch has been built up over the past four years, with the ground work ensuring agents were educated and had the confidence to sell Oman prior to its roll out, Tannous told **TD**.

The four most popular Oman stop-over trips feature on the site with links to trade partners and agents as the 'call to action.'

Digital and social media will form the foundation for the site's promotion, along with a year-long campaign through cinemas.

Pictured from left are: Jackie Walshe, Walshe Group; Dr Hamed Al Alawi, Consulate General for Sultanate of Oman; Mona Tannous, Oman Tourism and Musallam Al Amri, Deputy Consul.

Bench safari savings

BENCH International has released a special on its seven-night Kenyan safari dubbed "Out of Africa", with savings of up to \$1000 per couple on the 15 Jul departure.



Industry Appointments



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

The **Shangri-La Hotel** in Sydney has appointed **Jessica Somers-Haggie** as their new director of communications. Jessica will oversee all public relations and marketing for the five-star Cumberland St property.

Asia World Enterprises has tasked **Aviation & Tourism International** with its inbound representation duties in the Australia & NZ market.

Mark Richards and **Gemma Brown** have been recruited by **Flight Centre New Zealand** as Area Leaders in the Auckland region. Both bring extensive experience and proven success records within the organisation, and will commence in their new roles on 01 Jul.

Mantra Group has made three appointments to hotel management positions within its Gold Coast properties. **Vince King** has received a promotion to become area manager for the Surfers Paradise region. Mantra Circle on Cavill has a new general manager in **Katie Scholes**, and **Ben O'Reilly** is the group's new Gold Coast regional revenue manager.

New leadership has been sworn in at three properties in Luang Prabang and along the Mekong Delta, with the **Apple Tree Group** naming **Axel de Boynes** as its new operations manager for Laos. Axel assumes management responsibilities for Villa Maly, Nava Mekong and Kamu Lodge and brings more than 15 years hotel experience to his new role.

Constance Prudhomme and **Jamie Scott** have been added to an expanding reservations team at **French Travel Connection**. Constance has lived in Australia since 2008 and is originally from France, while Jamie brings considerable experience with Trafalgar in both London & Sydney where he specialised in looking after first and business class travellers, and has extensive experience travelling through France.

New CZ lease order

CHINA Southern Airlines has entered into a lease agreement with Air Lease Corporation (ALC) for the use of 18 new aircraft.

The order includes 12 B737-800, four A320-200s and two A321-200s on a 12-year lease term.

ALC also delivered two A320-200 jets to CZ late last year.

New Costa terminal

COSTA Cruises has been granted approval for the construction of a second passenger terminal, which is set to open in Sep 2013.

The facility will be located in Savona, Italy, and is expected to double current passenger capacity.

Hanoi smooth as silk

SILKAIR has this week launched direct services to Hanoi, Vietnam.

It is the carrier's third new port launched this year following the commencement of services to Darwin in Mar and Wuhan, China, in Apr and following Danang is its second Vietnamese destination.

SilkAir along with parent carrier Singapore Airlines will operate a combined 10 return services weekly from Singapore to Hanoi.

Italy bus/train advice

THE Dept of Foreign Affairs & Trade is advising Italy-bound travellers to ensure they validate train or metro public transport tickets prior to boarding to avoid on-the-spot fines.

Also, when travelling on bus or trams in Italy, passengers need to immediately validate their tickets, the Smarttraveller website advises.

Sales Executive Sydney



Tomorrow, you could be helping to create the future of air travel. Emirates is seeking a Sales Executive based in Sydney.

The successful candidate must be able to:

- Ensure that set volume targets are achieved within prescribed time limits and contribute to total area achievement.
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We offer an attractive salary package and benefits associated with the airline industry. For further details of the position, and on-line application process, please visit our website www.emiratesgroupcareers.com Ref. No. SE-N/CC/21525.

Telephone and postal applications will not be entertained.

Applications close 17 June 2012.

Where could you be tomorrow?

Qantas top travel site

ROY Morgan Research has listed the Australian Top 5 Travel Sites for Mar 2012, in order, as Qantas, Jetstar, Webjet, Flight Centre and Virgin Australia.

The Qantas website had around 650,000 more hits than Virgin Australia, the figures suggest.



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

New TCF participants

THE Travel Compensation Fund has advised of the approval of 3 new **Flight Centre** retail outlets in Kiama, Ulladulla and Camden (ABN:25 003 377 188), all in NSW.

The home-based agency group **Travel Counsellors** has also set up a branch in the ACT, in Stirling (ABN:46 125 068 448).

Additionally, seven new head offices have been approved for fund participation, including **Holiday.com.au** (ABN:50 156 589 276), **Cherry Picked Travel** (ABN: 95 150 377 987), **Truant Travel Design** (ABN:82 143 168 870), **Expat Explore Australia** (ABN:75 150 701 276); **Discovery Black** (ABN:97 155 801 255); **Western City Travel** (ABN:23 557 530 316) and **Ultimate Experiences Australia** (ABN:56 158 020 412).

View Brunei on iPad

BRUNEI Tourism has released a tourist guide to the destination optimised for viewing on the iPad.

The free "Discover Brunei" app features teaching common Malay phrases & tips, and showcases a variety of gongs, photos & videos.

Rediscover your Aussie love



OVER 50 consultants from the Hunter region, Newcastle and Sydney gathered in the Hunter Valley this week as part of the Australian Domestic Symposium.

Under the theme of "Rediscover your love for Australia", the agents were briefed by 16 wholesalers and suppliers about the benefits of promoting domestic holidays.

Among the highlights was a sampling session of Hunter Valley produce, including a range of wines and ports courtesy of the local Drayton's Winery.

An industry specific Facebook

page has also been launched, with the group welcoming feedback, ideas and solutions on how to continue to educate agents about Australia - for more info see <http://on.fb.me/discaust>.

The next meeting of the ADS is planned for Jul.

The delegation are **pictured** above in front of their AAT Kings luxury transport.

SINGAPORE AIRLINES



Singapore Airlines (Adelaide) is seeking to appoint motivated individuals for the positions of:

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Vacancies exist at Adelaide Airport Office for 2 Full-Time and 2 Part-Time Customer Services Officers on a 12 month contract basis to start immediately.

PRINCIPAL ACCOUNTABILITIES:

- To provide and assist with customer servicing at all operational areas, including, but not limited to, check-in, departure gate, baggage, ramp duties, and arrivals.
- To oversee and work closely with service partners to ensure that Singapore Airlines customer servicing standards are upheld.
- To perform various administrative work, including invoice verification.

KNOWLEDGE AND EXPERIENCE REQUIRED PRINCIPAL ACCOUNTABILITIES:

- The position requires the successful applicant to work various shifts.
- A clear understanding of Departure Control System (or the ability to pick up system skills quickly).
- A basic understanding of ticketing and general product knowledge would be beneficial.
- Strong time management skills and confident in working in a busy environment.
- Good interpersonal skills with internal and external customers, and strong conflict resolution skills.

This position reports to the Station Manager South Australia. The successful applicants will have customer service experience (airline, travel industry experience preferred) with a sound knowledge of airline traffic operational functions including criteria such as check-in, delay handling, crisis management.

Please submit your application to **Hugh Chevrant-Breton**, Manager South Australia, via email to

Hugh_Chevrantbreton@singaporeair.com.sg by COB, Wednesday, 13 June 2012. Only successful applicants will be contacted for an interview.

CO2 yielding positives

A NEW collaborative approach to air traffic management has seen a significant drop in the amount of carbon-dioxide emitted by Australian airlines.

An average saving of five minutes on the Sydney-Melbourne sector, the world's busiest commercial route equates to a saving of 40,000 tonnes of CO2 - the same as taking 10,000 cars off the road.

Like Select Vacations

SELECT Vacations is inviting the trade to "like" its newly-launched Facebook page, which features photo albums of idyllic Pacific resorts, travel specials and exclusive competitions - visit Facebook.com/selectvacations.

New Sunsail fleet

YACHT charter company Sunsail has launched their new charter operation in San Francisco with the delivery of eight of their first 40 private charter vessels from their French manufacturer.

The boats feature a three-cabin, one-bathroom layout, spacious open cockpit and large wheel helm.

WIN A LUGGAGE SET



To celebrate the launch of Hawaiian Airlines new service from Sydney – New York via Honolulu, **Hawaiian Airlines** this week is giving five **Travel Daily** readers the chance to win a 3 piece Platinum luggage set from **American Tourister**, valued at \$723 per set.

For your chance to win this great prize, simply be the first person to send in the correct answer to the question below to: atcomp@traveldaily.com.au.

Which aircraft will be operating on the Honolulu – New York service?

Hint! Visit www.hawaiianairlines.com.au
Congratulations to yesterday's lucky winner, **Kimberley Longford** of **Flight Centre Global Product**.



Avena chooses her adventure



LEFT: A recent Inspiring Journeys' agent incentive saw Avena Cooper from Escape Travel Loganholme take out top prize.

Avena booked the most pax onto Inspiring Journeys itineraries between last Nov and Mar, and won two spots on an Inspiring Journey of her choice.

An additional five agents won second place and each received a place on The Long Rainbow trip, a three-day journey through the Top End of Australia, which includes a stay at Wildmans Wilderness Lodge.

\$500 Westfield gift cards went to a further 20 agents who all placed third in the popular promo.

Avena is **pictured** collecting her award and prize.

Amadeus responsible

AMADEUS employees received 155,057 hours of training from a €6.3-million investment in training, according to the Amadeus Corporate Responsibility Report, released yesterday.

Amadeus GDS systems processed more than 1-million transactions daily and clocked a total of 463m bookings in the 2011 calendar year.

Despite an increased operation, the company also showed its green thumbs, reducing its overall CO2 emissions by 5% through improved energy efficiency and developing renewable sources.

DQ bloggers arrive

TEN of the world's most popular bloggers have arrived in Cairns to be treated to the best of the region and blog about the experiences from the five-day famil (**TD** 01 May).

The trip will focus on attractions in and around Cairns, the Great Barrier Reef, Daintree rainforest and Cape Tribulation.

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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WIN A TRIP TO GREECE

Throughout June, **Travel Daily** is giving one lucky travel consultant reader the chance to win an amazing 7-day escorted "Highlights of Greece" tour, courtesy of **Sun Island Tours**.

The prize includes two return economy airfares to Athens with Etihad, airport transfers, six nights' accommodation, six breakfasts, three dinners, tours with licensed guide as per itinerary, entrance fees and local taxes.

Every day **Travel Daily** will be featuring a photo of a Sun Island Tours' staff member enjoying a

different destination from their brochures. You just have to identify the city or landmark and email us your answer. There will be 20 questions in total, which will also be posted on our website. In the final (20th) day you will be asked a creative question.

At the end of the month the subscriber with the most correct answers and the most creative response to the final question will win.

Email your answers to: sunislandcomp@traveldaily.com.au

Hint! Go to Sun Island Tours' Facebook page or visit www.sunislandtours.com.au Click here for more information



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Photo 5



Where is Julie today?

Broadway on the Seas

ROYAL Caribbean Cruises will broadcast a live performance of one of the songs from hit musical *Hairspray* live from the *Oasis of the Seas* as part of the upcoming Tony Awards program.

New Atlantis rooms

DUBAI'S iconic Atlantis The Palm property will phase out its Atlantis room type for travel from 01 Jul, replacing it by introducing two new categories: Ocean Deluxe and Palm Beach Deluxe.

Come & join the **CIT** team, specialists in travel to Italy and Europe...

AIRFARES & DOCUMENTATION CONSULTANT



Full time position located in Sydney CBD, reporting to CIT Admin Supervisor.

- Minimum 1 year experience in airfares and ticketing
- International Airfares and ticketing certificates I & II
- BSP Certificate
- Knowledge & experience in Galileo /Crosscheck Travel
- Microsoft Office

The successful applicant will support the CIT administration team and requires exceptional organisational skills, attention to detail and accuracy, working well independently and as part of a team.

Applicants in confidence, with CV and cover letter, to cit@cit.com.au
Attention: David Proietti, Administration Supervisor.
Applications close 20 June 2012.

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REGIONAL PLATFORM FOR SUCCESS

HEAD OF REGIONAL PRODUCT SUPPORT (TECHNOLOGY)
SYDNEY – SALARY PACKAGE OTE \$150K+

Managing a team across the region, this new role requires someone with an understanding of stakeholder requirements and the ability to translate these into strategic plans and priorities. If you have detailed knowledge of GDS products, highly developed leadership skills and a passion for being a positive brand ambassador, this new senior level role is available now to reinvigorate your career.

SIT AT THE EXECUTIVE TABLE

GENERAL MANAGER – GROUP SALES
MELBOURNE – SALARY PACKAGE NEG ON EXP

Step into the limelight with this top level role heading up a global sales department. Overseeing a number of Global offices you will be able to implement strategies across the business improving bottom line performance and structuring continuity across the brand. Strong industry relationships are required along with high level communication skills, business acumen and great negotiation skills.

BE PART OF AN EXCITING CHANGE IN W.A.

CORPORATE BUSINESS DEVELOPMENT
PERTH – SALARY PACKAGE OTE \$120k ++

Here is an exciting opportunity for an experienced Sales professional to join a leading company where you will be in charge of kicking off their WA development plans. As a Corporate Travel BDM you will be actively involved in developing and growing corporate travel business strategies within the WA market. We're looking for a highly driven "hunter" who has the ability to make a mark on the WA scene.

THE CREAM OF ACCOUNT MANAGEMENT

CLIENT RELATIONSHIP MANAGERS – CORPORATE TRAVEL
PERTH & MELBOURNE - SALARY PACKAGE OTE TO \$100K

Join a name you can trust, with a portfolio of interesting clients to manage, while creating impeccable service standards and delivering over & above expectations. Your knowledge of corporate travel account management strategies is essential along with your negotiation skills and ability to offer solutions that can improve your clients travel policy. An attractive salary package is available + benefits.

OPEN THE DOOR FOR THIS NEW OFFICE

CORPORATE TRAVEL TEAM MANAGER
PERTH – SALARY PACKAGE \$75k - 85k NEGOTIABLE

BRAND NEW role available now for a talented manager who has the ability to focus on leadership and staff development. This newly created office will be the start of something exciting for your travel career. Overseeing a small team you'll be instrumental in creating a positive impact on the local market and ensuring the office is a huge success. You'll have the backing & support of fantastic leaders from head office.

YOU'LL LOVE THIS DYNAMIC PRODUCT ROLE

PRODUCT EXECUTIVE
SYDNEY – SALARY PACKAGE NEGOTIABLE ON EXPERIENCE

This new role is responsible for ensuring competitive pricing across all products with a key focus on airfares, and ensuring that the right product at the right price is available at all times for sale in the market. Working in a dynamic and fast-paced online environment you will have solid local product knowledge and a keen understanding of airlines/airfares and GDS. A top salary package is available for the right person.

TAKE LEADING ROLE WITH THIS CORPORATE TEAM

TEAM LEADER
SYDNEY – SALARY PACKAGE TO \$80K

Take the lead role within this brilliant travel operation, bringing your skills & experience in corporate consulting and leadership skills. We're looking for someone who can manage workflows, statistics, KPI's and staff appraisals. Mostly hands-off, this is a true leadership role with the flexibility to jump in and be hands-on if required. Your positive approach and ability to lead by example will bring a breath of fresh air in to the team.

A SALES ROLE TO SECURE YOUR FUTURE

ACCOUNT MANAGER
SYDNEY – SALARY PACKAGE

Bring your selling skills and travel industry background to this fantastic organisation and stretch your wings out on the road looking after an existing portfolio of clients, ensuring their business is retained and achieving new growth targets. If you have great skills in sales, trade relationships, GDS and product knowledge race in for your chance to join a leading company that will support your career development.

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For further information, or to make a reservation, please contact your Travel Specialist

Conditions Valid for sale from 1 June 2012 – 30 June 2012 and for travel from 1 June 2012 – 21 September 2012, excluding 9 June 2012 – 11 June 2012 and 10 August 2012 and 11 August 2012 (inclusive). Offer excludes Beach Villas, Beach House and Penthouses. From price is based on a minimum 4-night stay twin share accommodation. Other room types are available on request. Transfers from Great Barrier Reef Airport to Hayman return can be purchased in conjunction with air travel, through your Travel Specialist or Hayman Reservations. Rates quoted in Australian dollars, inclusive of GST. Subject to availability and cannot be combined with any other offer, gift certificate or voucher. Offer valid for new bookings only.

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