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Monday 26th March 2012

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Travel Daily on location in San Francisco

Today's issue of *TD* is coming to you from the USA, where 100 lucky travel agents are being hosted on the Travel Corporation Mega Famil.

AFTER a fabulous day with Trafalgar in the Napa Valley, today *TD* has moved to join the Insight Vacations group on their Mega Famil adventure.

The Insight group is staying in the upmarket Stanford Court Renaissance Hotel - right at the top of Nob Hill with great views and right next to San Francisco's iconic trolley cars.

The weather has been a little inclement, meaning the group has made a big impact with their complimentary Insight umbrellas as they tour the city including walking across the Golden Gate Bridge, travelling by ferry from Sausalito and strolling the streets of Chinatown before a highlight dinner at the Tommy Toy Chinese restaurant.

Tomorrow we join Contiki in the Grand Canyon - more on page 7.

Jetstar Hong Kong offshoot

JETSTAR and China Eastern Airlines this morning confirmed the creation of a new subsidiary - Jetstar Hong Kong - which will be set up over the next two years, bringing a low-cost airline model to China (*TD* breaking news).

Announced today by the Qantas Group, the airline will be the first LCC to be based in Hong Kong and will operate short-haul regional services to ports in China, Japan, South Korea and South-East Asia.

Holding an equal share in the

joint-venture is China Eastern Airlines (MU), with both carriers investing \$99million in the project over the next three-years.

Liu Shaoyong, chairman of China Eastern Airlines said the opportunities for the low-cost business model were exciting.

"We believe there are huge opportunities for the Jetstar low fares model throughout Asia, including Greater China, and are excited to be the first major Chinese carrier to bring this travel option to the region."

Initially, the new startup will operate utilising three A320 aircraft but is expected to grow to 18 in the next three years.

Qantas Group ceo Alan Joyce said: "We see tremendous potential for the Qantas Group in Asia and we're looking forward to working more closely with China Eastern Airlines to deliver on it."

Tourism Australia chief Andrew McEvoy said the pact would enhance the inbound tourism industry "whose future growth strategy is closely aligned to the powerhouse markets within Asia."

QF kicks off Santiago

QANTAS is today celebrating the launch of its latest international gateway Santiago today (see cover and page four), with new 747-400 services to the Chilean capital.

Eight pages of news

Travel Daily today has eight pages of news & photos, a front full page from Qantas Airways plus full pages from: (*click*)

- AA Appointments
- inPlace Recruitment jobs
- VisitBritain

Scoot Business fares

JUST days after Scoot the sell-out of launch fares to Sydney and the Gold Coast priced from \$88 (*TD* Thu), the Singapore-based no frills carrier has now kicked off 'ScootBiz' fares from a low \$321.

The limited one-way Business fares on the Singapore Airlines offshoot are valid for travel from 03 Jul to 27 Oct, on sale until tomorrow or sold out.

Scoot's Business product has 38" of legroom and is 22" wide, incl up to two beverages and drinks, a 20kg checked luggage allowance, priority boarding and Fast-track check-in at ScootBiz counters.

Hurry, your chance to win a trip to Dubai ends on 1st April 2012.

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Travel dates of trip to Dubai between 13th May and 17th May 2012.

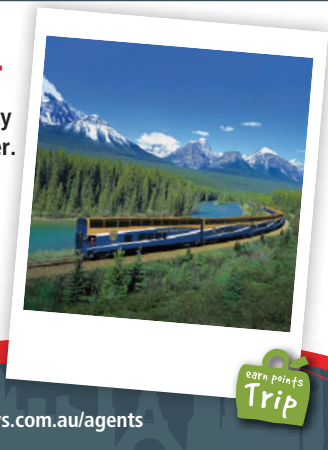
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HWT expands Aus Post pact

HARVEY World Travel has opened its second travel outlet within an Australia Post "superstore," this time at 111 Bourke Street in the central Melbourne CBD.

HWT md David Rivers said the agency group was "extremely pleased and excited to be expanding our partnership with Australia Post," with the second store opening just four months after the debut of the HWT branch in Australia Post's outlet in Queen St Brisbane (**TD** 29 Nov).

Rivers said the Melbourne location would be a showcase for the new store format, because it's also Australia Post's headquarters in the Vic capital.

The "store within a store" will initially be staffed by two full-time consultants: Kerry Fedele as

manager and Jason Crisp.

HWT is partnering with Australia Post as it rolls out a range of new services, which also include an agreement with American Express to operate Amex-staffed foreign exchange desks in 200 post offices across the country.

Australia Post's travel push also features the organisation's own travel insurance product.

Executive gm Retail Services, Christine Corbett said the concept made it easier for clients by offering a wide range of travel services all in the one location.

Australia Post has flagged an expansion of its travel offering to "hundreds of retail outlets".

25% off Murray cruises

CAPTAIN Cook Cruises has today released a 25% discount on its *PS Murray Princess* voyages on the Murray River from Jun to Aug.

The three-night Discovery Cruise is priced from \$499pp, a saving of \$200pp - phone (02) 9206 1111.

New man for tourism

ACCOMMODATION Association of Australia ceo Richard Munro has welcomed the election of the Liberal National Party's Campbell Newman as the new Premier of Qld, saying he eagerly anticipates everything outlined by Newman as goals for the Tourism industry.

"It's been well documented that, as an integral part of tourism, the accommodation industry in Queensland has been suffering, particularly in iconic destinations such as the Whitsundays and Cairns."

"That's why it's pleasing that Premier-elect Newman has listed tourism as one of four pillars of the Queensland economy."

Last week ATEC's Felicia Mariani welcomed the LNP's 'Contract with Queensland' plan (**TD** Tue).

QF TWU arbitration

THE long-running industrial dispute between the Transport Workers Union and Qantas will be resolved by compulsory Fair Work Australia arbitration, after the airline was unable to reach agreement with the employee group (**TD** breaking news).

It's the first time in almost 30 years that QF has been unable to reach agreement over an enterprise bargaining agreement, but Group Executive Lyell Strambi said today that the union was continuing to demand unsustainable pay increases as well as less flexibility for Qantas in how it manages the airline.

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Evergreen Canada fam

EVERGREEN Tours is offering agents a chance to nab a spot on its 10-day famil through the Canadian Rockies departing on 20 Apr - register details to attend at famil@evergreentours.com.

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Prosperous SilkAir projections

TOURISM Australia has lauded the commencement yesterday of flights into Darwin by Singapore Airlines subsidiary Silkair.

Managing director Andrew McEvoy believes the new services have the ability to provide the region with limitless opportunity for growth and prosperity.

"The emergence of SilkAir onto the Asian Pacific aviation landscape brings more competition, more choice and, importantly, new air connections," McEvoy said.

The four-times weekly service also sees the reintroduction of international business-class product into Darwin, which McEvoy noted would help top-end tourism operators tailor their products to attract the more affluent Asian business traveller.

The recent alliance between Virgin Australia and Singapore Airlines will also act as a key driver of tourism, allowing both

carriers the ability to offer more scheduled services into and out of Darwin to take advantage of increased visitor numbers.

"SilkAir's decision to make Darwin its inaugural Australian destination is a massive boost which I'm sure will be warmly welcomed by operators across the Territory and, more broadly by the industry, as Australian tourism transitions into this Asian Century," McEvoy said.

Norwegian TV series

THREE Norwegian Cruise Line Freestyle Cruising ships are to be featured in a new dating reality show dubbed 'Love for Sail' that will be broadcast in the US in Apr.

The *Lifetime* program sees four women aboard NCL ships attempt to be courted by "equally-eager single men" as they embark on the voyage of a lifetime through the Caribbean.

Cosmos enters Cuba

COSMOS has introduced a new 8-day Rhythms of Cuba tour - its first in the island nation, with departures from Apr to Dec 2012.

Priced from \$841pts the trip includes four nights in Havana and stays in the port city Cienfuegos and Vilanes.

Cosmos is offering flight options to Cuba either via Toronto with Air Canada or Lima with LAN.

Cheval refurb project

CHEVAL Hotels has announced the completion of the first phase of refurbishment at Cheval Calico House in London's financial area.

Further work is also taking place at the hotel & Cheval Knightsbridge, both slated for completion by Jun.

Hahn comp Fri winner

CONGRATS to Rachel Fungalei of World Travel Professionals who was the final winner in last week's Hahn Air mini-comp (*TD* Fri).



Window Seat

CREATIVE Holidays gm Andrew Yell really showed off his gourmet expertise in a cooking class as part of the Travel Corporation Mega Famil yesterday (**see page 7**).

However he also showed he's a man of many tastes on board the Trafalgar coach (below), where he kept famil participants' energy up by offering them some only-in-America tasty cheese balls - just \$5 for this huge barrel of nutritious goodness.



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Qantas fires up new Chile route

QANTAS says it's not expecting any impact on the arrival of its brand new South America service to Santiago (see cover page) by a 7.8 magnitude earthquake which struck near Chile earlier today.

The thrice-weekly service, QF27, flew out full at 10.45am today for the 13hr non-stop flight on a newly-fitted Boeing 747-400 (**TD** Thu) featuring new seats and new cabin configurations that the airline says will offer a new in-flight service experience.

Qantas has high hopes for the service because Chile is the world's largest copper producer, and with 120 Australian companies now based in Santiago - a 200% rise in the past 2 years - the carrier aims to capture much of the high-yield business traffic on the route.

And with 30,000 enrolments in Australian universities from Latin America, Qantas wants to cash in on this market as well.

TD is aboard the first flight which will be met on arrival by QF roving Ambassador and movie-star, John Travolta, who will give a press conference on arrival into Santiago and later attend a welcome reception by the Australian Ambassador, Virginia Greville at her official residence.

Tomorrow, **Travel Daily** will be on location during the launch festivities and during the week, Tourism Chile will take us on the road to showcase Chile, said to be the hottest destination in South America.

Tourism Australia ceo Andrew McEvoy said QF's Santiago route will provide "a crucial tourism gateway" to the country, helping to build trade, tourism and cultural ties.

McEvoy said demand on the route is likely to be high, with arrivals from Chile, Brazil and Argentina spiking about 10% last year.

Christmas Early Birds MNL from \$844

Click here for more details



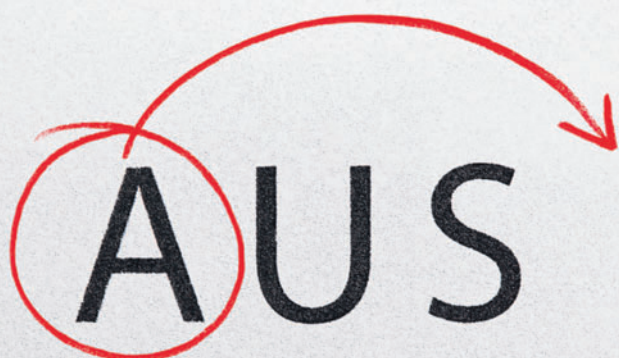
OTAs unleashed in Honkers



HONG Kong Tourism, Virgin Atlantic and the Traders Hotel Hong Kong recently joined forces to showcase the city to this group of online marketers.

Over three days the group took part in the Big Bus Kowloon tour, shared a Tea Appreciation Ceremony, visited the famous Stanley Markets, and sampled Hong Kong's exciting nightlife.

Pictured at Superstar Seafood Restaurant partaking in a Dim Sum Cooking Class, from left with chef are: Bart Druitt, Hong Kong Tourism Board; Emma Thompson, Expedia; David Galt, Webjet; Anna Delaney, Wotif.com; Lorna Bell, Travel.com.au; Michael Zhang, Webjet; Louise Mawer, Lastminute.com.au and Mark Miller, Virgin Atlantic.



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Get nailed @ Vibe packages

VIBE Hotels celebrated the launch of its autumn/winter campaign on Thu night at an event in Sydney.

The 'Get nailed @ Vibe' packages available for 1st Apr and 30 Sep follow on from the success of the Vibe CD in 2011 and Vibe towel packages in 2010.

Shannon Davis, marketing coordinator at Toga Hospitality told **TD** "women are the primary" bookers of hotels and travel so the nail polish package deal including an overnight stay for two adults, late check out, brekkie and a mini nail polish kit are a "perfect gift".

The mini nail polishes come in four colours funkily called Pillow Taupe, Welcome Black, VIP Pink and Refresh Mint.

The packages are also available for sale in the hotel gift shops priced at \$29.95, including a discount card for repeat guests.



Pictured at the Curve bar at the Vibe Hotel Sydney from left are Lisa Phillips, director of brands & communications; Tessa Anderson, communication manager and Shannon Davis, marketing coordinator.

VA LA fare for \$1,150

VIRGIN Australia is heating up competition on the transPacific route with fares from Sydney to Los Angeles priced from \$1,149 for travel 01 May to 16 Jun, when ticketed before 11 Apr.

Economy class fares to Seattle or San Francisco start at \$1,513.

Economy class fares to Seattle or San Francisco start at \$1,513.

Economy class fares to Seattle or San Francisco start at \$1,513.

Accor social watchdog

ACCOR have selected technology company TrustYou to monitor feedback and comments made about its 3,300 properties worldwide via social media.

The media monitor will help gauge customer insights into its property network, which will in turn help it to make strategic decisions regarding booking trends, strengths and challenges.

The TrustYou technology will monitor social media such as Facebook, Twitter and other platforms in 90 countries and in 15 different languages.

ATAC is back cruising

ATAC has signed a preferred agreement with the Cruise Marketing Group following their departure from JTG, appointing Seven Oceans Cruising as their preferred cruise wholesaler.

The deal will benefit its brands of Fred Olsen Line, Marco Polo via Trans Ocean Cruise & Croisi Europe, allowing it to book product via the wholesaler Cruise Abroad.

ATAC gm Michelle Emerton said the alliance will provide its members with greater cruise packaging, a flexible product range and an improved commission structure.

"Cruise Abroad offers us exclusive access to cruise lines not represented in this market by any other wholesalers and this will help make our members more competitive in the sale of cruises," Emerton added.

Rd 5 Winner

CONGRATULATIONS
Linda Fitzgerald
from **Virgin Australia**
Linda is the top point scorer for Round 5 of **Travel Daily's** Super 15 Rugby industry footy tipping competition, and has won one night's accommodation at any Travelodge hotel across Australia, courtesy of **Travelodge Hotels**.



Major Prize Sponsors

1st Prize: 3-night holiday to New Zealand, courtesy of **Emirates & Novotel Hotels**



Eurostar season grows

HIGH-SPEED passenger rail service Eurostar has extended its summer season between the UK and mainland Europe by a month, from 15 Jul to 15 Aug.

The longer booking window aims to take advantage of heightened demand for the rail service due to the London Olympics, Diamond Jubilee celebrations and the 20th anniversary of Disneyland Paris.

Eurostar's typical booking horizon is normally four months.

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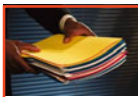
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*ALL PRICES ARE EX SYDNEY

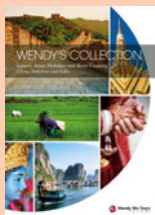
LAN Fly South America

*Conditions apply: Above airfares are based on Economy Class return travel ex Sydney and include fees, taxes and surcharges. Taxes and surcharges are correct as at 21 March 2012 and are subject to change without notice. Prices are per person and are subject to availability. These fares are valid for sale from 26 March to 16 April 2012. Payment and ticketing must be completed by 16 April 2012. Airfares are valid for departures from 01 July to 31 October 2012. Return travel from South America is permitted until 15 November 2012. Other conditions apply. For more information contact your preferred Consolidator, Ticket Center or call LAN Airlines on 1800 221 572

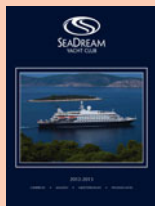


Brochures of the Week

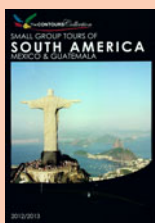
WELCOME to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Wendy Wu Tours - Wendy's Collection 2012
Asian holiday specialist Wendy Wu Tours has expanded its product range to include exclusive high end luxury holidays in China, Indochina and India in the debut of Wendy's Collections. The brochure includes suggested itineraries and "Ready Made Holiday" ideas. Clients can also design their own experience with Cityscapes, Short Holidays and Beach Stays.



Seadream Yacht Club - Caribbean, Amazon, Mediterranean, Transatlantic 2012/13
The new 64 page brochure showcases the 2012/13 voyage schedules, destination information, pricing, and a comprehensive look at its 112 guest and 95 crew mega motor-cruisers *SeaDream I* and *SeaDream II*. The Mediterranean itins begin in May - see seadream.com.



Contours Travel - Small Group Tours of South America, Mexico and Guatemala 2012/13
This new small group tours of South America was released by Contours Travel to offer fully escorted tours with English speaking guides, guaranteed departures for a minimum of four clients and a maximum of 18. Four tours are available including the 31 Day Sensational South America itinerary.



Adventure World - Cruise Small Ships, River Cruises, Motor Yachts, Expedition Cruises and Luxury Barges
The Adventure World Cruising 2012 brochure boasts new and exciting cruise destinations including the South Pacific, USA River Cruising, the Arctic and the Mediterranean; as well as the addition of river cruising, motor yachts and luxury barges throughout Europe. More packages have been added for the 2012 brochure.



New Horizons Holidays - UK and Europe 2012/13
The launch of the New Horizons Holidays' expansion into popular regions in the UK and Europe. Agents are being rewarded with a \$20 Myer gift card for every UK and Europe booking over \$950 before 06 Apr. The brochure covers key destinations of London and Regional UK, Dublin, Paris and Nice, Rome, Florence and Venice, Madrid and Barcelona, Amsterdam, Munich and Frankfurt, Vienna and Zurich, Athens, Prague and Istanbul.



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Spanish flight chaos

A **STRIKE** planned by unions in Spain on Thu is tipped to severely hamper passengers travelling by air, train & buses on Thu, with only 10% of domestic flights to operate.

Aussies seeing summer snow



BANFF & Jasper National Parks in partnership with Canada's Tourism British Columbia showed off their winter wonderlands to this group of Aussie tour operators and top-selling agents recently.

While seeing snow in Mar may have been new to many on the trip, it didn't prevent an excellent effort at building a snowman.

Pictured crouching around their snowy creation from left are: Mary Mansour, Travelworld Mt Druitt; Kierra Joyce, Ski Max and Laura Haverkamp, JTG Travel.

Top row are Joanne Bell, HWT; Scott Conan, Travelplan and Conan Whitehouse, Sno N Ski.

Ascott into China

THE Ascott Limited Group has secured rights to manage its first residence unit in China, with the 169-unit Citadines Jinshang Road Xiamen slated to open this year.

The new addition boosts Ascott's portfolio to 42 properties in 17 destinations.

PRG Airport renamed

PRAGUE Airport in the Czech Republic will soon be renamed in honour of the nation's deceased former president Vaclav Havel, Czech media have reported.

Travelpoint results

TRAVEL transaction software provider Travelpoint announced its results for Q4 in 2011, reporting an increased net revenue of \$465m while operating income plummeted from \$45m last year to just \$4m.

MEANWHILE, the company will commence its court-ordered mediation with American Airlines in May (**TD** 06 Mar), after similar proceedings the carrier has entered into with rival GDS Sabre.

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Hands up if you love the Travel Corporation!

THE 100 Aussie travel agents taking part in the 2012 Travel Corporation US Mega Famil (TD Fri) have now split into three separate Trafalgar, Insight and Contiki groups and are experiencing different parts of the USA before they reunite in Las Vegas for a gala event later in the week.

Pictures on this page were taken with the Trafalgar group, who enjoyed some great food and wine experiences in the Napa Valley north of San Francisco.

Lots more photos at facebook.com/traveldaily.

Activities included a session at the Ramekins culinary school, with everyone pitching in to whip up six courses over a couple of hours, which they then tucked into with the accompaniment of some lovely Napa wine.



LEFT: Nicolette Harrison from Flight Centre Golden Grove keeping her fingers warm during a Be My Guest dinner at the family-owned Nicholson Ranch winery.



ABOVE: Relaxing after a busy time in the kitchen are Julie Trott, Jetset Belgrave; Cathy Barton, Canadian Bay Travel; and Carmel Johnstone, Mordialloc Travel & Cruise.

RIGHT: Another unique experience in the Napa was a wine blending workshop at the Ravenswood winery, where everyone got to create their own custom selection.

Jen McDermott from the Travel Corporation and Rachael Harding of Trafalgar are pictured with their vintages.



BELOW: Clearly not having much fun at all are Rebecca Tubey from Flight Centre Garden City and Jasmine Kyle, Flight Centre Fremantle.



ABOVE: Cutting to the chase are Glory Britto from HWT Forest Hill with Julz Daniell of Flight Centre Geelong.

LEFT: It's the queen of the strawberries, Jo Uildriks from HWT Carnegie.



ABOVE: We always knew she was a big stirrer!
Jessica Dowle from Travelscene Rouse Hill mixes it up.

BELOW: Matt Schmitz from Latrobe Valley Travel hard at work on the main course.



ABOVE: Cassie Bridge from Flight Centre Lynbrook really working her fingers to the bone.

BELOW: Lisa McDonald from Travelscene Shellharbour working up a sweat in the kitchen.





QUEENSLAND Rail recently hosted this group of agents in conjunction with Qantas Holidays, QantasLink and Outback Aussie Tours, delivering a dose of the Aussie outback on a mega-famil tour of Queensland.

The party experienced oodles of Aussie history, breathtaking views, sunsets & true country hospitality.

Travelling on the Westlander train from Brisbane to Charleville, the group also visited Longreach, cruised the Thomson River, visited the Stockmans Hall of Fame and the Waltzing Matilda Centre.

Pictured here hosted by Lauren Stuchbury from Qantas Holidays and Alyssa de Laurence from Qld Rail Travel, are Claudia Pallaspuro, Suncity Travel Maroochydore; Kate Williams-Hills, Suncity Travel Caloundra; Corinne Ellis, Travelworld Burpengary; Judith Watt, Runaway Cruise & Travel; Sue Johnston, Complete Travel Solutions; Kate Narracott and Kathy Wilson, Jetset Albany

Seabourn Euro 2013

SEABOURN is offering over 100 departures across its fleet of six all-suite ships in Europe from Apr to Oct next year, including a new 21-day cruise beyond the Arctic Circle on *Seabourn Pride* as well as 10- & 11-day Mediterranean voyages operating round-trip from Venice on *Seabourn Spirit*.

Also new is a 10-day Med cruise from Athens to Monte Carlo and Barcelona on *Seabourn Quest*.

Creek; Ian Pearson, Travelscene Eltham; Rebecca Coultas, Darebin Travel; Bernadette Kelly, Travel Bound & Cruise; Jennifer Lloyd, Travel Counsellors; Andrew Willis, Travelscene Kings Meadows; Carolina Gavin, Elite Travel Sydney; Kylie Dunn, New England Travel Armidale; Jacqui Scroggie, Travel Partners; Roslyn Willis, Ross Garden Tours; Marilyn Brown, Reho Travel; Marion Balsillie, Aircruising Australia; Rheannon Brown, HWT Parkes; Kirby Saunders, Jamison Travel Canberra; Robert Cameron, HWT Bathurst; Barbara Nicholls and Jon Moen, Qantas Holidays; Tim Bowden, QLD Rail Travel & Anita Clarke, Outback Aussie Tours.

Dream tour continues

BOEING will continue its worldwide 787 'Dream Tour', promoting the *Dreamliner* aircraft on its fifth tour segment so far, commencing this month.

Five cities will form part of the tour, including Santiago, Baku (in Azerbaijan), Moscow, Istanbul & Madrid, which will take place in the remainder of Mar & into Apr.

Turkish to Edinburgh

TURKISH Airlines is to launch a new four times weekly service between Istanbul and Edinburgh from 16 Jul, becoming the Star Alliance carrier's 4th UK city, along with London Gatwick & Heathrow, Birmingham and Manchester.

Worldhotels adds FFs

INDEPENDENT hotel network Worldhotels has added three new frequent flyer programs to its stable, being Scandinavian Airlines' EuroBonus scheme, airBaltic's BalticMiles program and TAM's subsidiary Multiplus.

The new additions lifts the total number of Worldhotel's frequent flyer schemes to 24.

EK Subcontinent deals

EMIRATES has special economy class fares from Brisbane, Sydney, Melbourne & Perth to the South East Asian Subcontinent priced from \$1,050, for travel from now until 31 Oct, ticketed by 20 Apr.

Bookings ticketed by 01 Apr will earn 7% commission, or 5% after 02 Apr - emiratesagents.com/au.

Tas welcomes Virgin

TASMANIA'S Tourism Minister Scott Bacon has welcomed the announcement last week of an increase in services to Hobart by Virgin Australia (**TD** Thu) as well as the soon-to-open lounge.

"Commercial airlines will only put on extra flights and invest in infrastructure when they are confident of making a solid return on that investment," Bacon said late last week.

"This announcement shows the confidence Virgin Australia has in Tasmania as a tourist destination.

"The Tasmanian Govt was committed to working with key industry stakeholders to develop a strategic approach to growing access in and out of Tasmania in the future," Mr Bacon added.

WIN A HOLIDAY TO SINGAPORE

Throughout March, *Travel Daily* is giving readers the chance to win a fabulous Singapore holiday package for two valued at \$5250, courtesy of Singapore Tourism Board, Singapore Airlines and Resorts World Sentosa.

The prize includes two return economy class airfares on Singapore Airlines, four nights stay for two people at a Resorts World Sentosa Hotel, two one-day passes to Universal Studios Singapore, two tickets to Voyage De La Vie and tickets to Maritime Experiential Museum and Aquarium.

Every day *Travel Daily* will ask a different Singapore-related question – just read the issue and email us your answer. There will be 22 questions in total, which will also be posted on our website.

At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Singapore holiday.

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

Q.18: How many weekly services does Singapore Airlines operate between Australia and Singapore?

Hint! Visit: www.singaporeair.com

[Click here for terms & conditions](#)



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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MORE REASONS TO TRUST YOUR CAREER WITH THE AA EXECUTIVE TEAM

REACH YOUR FULL POTENTIAL WITH THIS BRAND CORPORATE BUSINESS DEVELOPMENT MANAGERS - AIRLINE SYDNEY & MELBOURNE – SALARY PACKAGE OTE \$150k+

These 2 exciting Sales roles are new to the market and present themselves as a rare opportunity to join an Airline. If you are a highly motivated, results orientated sales professional with a track record of winning large tenders, this is the position for you. Working for a dynamic, growing brand you will have the energy and drive to match the business objectives and have the ability to build strong relationships to the highest level. Your CV will outline your success in developing pipelines, pitching for business, presenting tenders and winning business from the large market corporate sector. Managing 1 other BDM in your territory, you will have experience in motivating and driving their performance as well as leading by example through your own sales activities. Your rewards will include an attractive salary, incentives & bonuses, exciting company benefits, and the scope for ongoing career development within a growing organization. Only the best of the best will be considered for these amazing new opportunities, so if you're hungry for success send your CV through now for confidential review.

**MOVE TO A GLOBAL BRAND TO GET AHEAD
KEY ACCOUNT MANAGER
SYDNEY – SALARY PACKAGE OTE \$95K**

This is a great opportunity for an experienced Account Manager to expand upon their skills and broaden their client base. This international organization has a fantastic structure and holds a prominent place in the travel/airline landscape by providing leading edge technology solutions. You must have experience in managing key accounts, driving strategies for retention & growth, and have a proven track record.

**LEAD THIS SALES TEAM TO GREATER SUCCESS
SALES TEAM MANAGER**

BRISBANE – SALARY PACKAGE TO \$110k+ BONUS

Do you have the ability to gain the best from a sales team? This role needs a strong leader to drive the performance of a team of BDM's focusing on the SME corporate market. Your background will need to involve sourcing and developing relationships and winning new business. You will be a strong communicator with the determination and driven attitude to show this telesales team how to achieve greater results.

**LIFESTYLES OF THE RICH & FAMOUS
BUSINESS DEVELOPMENT EXECUTIVE
SYDNEY – SALARY PACKAGE OTE \$65K**

Here is an exciting new sales role that requires your experience in developing new business, building new relationships, presenting information to clients. Working with a unique product and dealing with a client based within the VIP/Corporate, Government and leisure sectors, you'll enjoy great variety and have the opportunity to develop further within the business. Hotel or Corporate sales an advantage.

**YOUR LIFE IN EVENTS ONLY GETS BETTER HERE
EVENT DIRECTOR
SYDNEY – SALARY PACKAGE OTE \$85K++**

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. Experience with offshore destinations is essential. This is the role everyone wants.

**BE PART OF THE GLOBAL SOLUTION
TEAM LEADER - TRAVEL AGENTS SUPPORT
SYDNEY – SALARY PACKAGE TO \$75K**

If you're an experienced Team Leader from a Service delivery background and with top-notch GDS & online skills this role will offer you great scope with a global company. If you enjoy leading a team and have proven skills in problem solving, staff development, and working in a customer service or help desk environment this is an exciting change that will use your travel industry skills in a new way. Ongoing career development too.

**INSPIRE OTHERS WITH YOUR KNOWLEDGE
TRAINING & DEVELOPMENT
PERTH - SALARY PACKAGE \$65K**

Look at what has been delivered to your door Perth - a fabulous opportunity for a first class travel industry Trainer! To secure this great role you will need to possess your Cert IV in Workplace Training & Assessment and be able to present to a diverse audience. You will have a patient nature with strong communication skills and be proficient in travel systems and practices for this great opportunity.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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NSW & ACT
Ph: 02 9231 2825

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VIC, SA, WA, QLD
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com



New Travel Job Vacancies - 26 March 2012

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Corporate & Retail Consultant - Hobart

- ▶ Join a highly productive, driven yet friendly team
- ▶ Clear progression into management
- ▶ Salary flexible starting from \$45K + super + incentives

High end clients, no face to face, located in the buzzing Salamanca Square region. Flexible working conditions offered, office based or work from home.

Call or email Kelly Wellmore for more details

Online Cruise Consultant - Sydney

- ▶ What are you worth - \$40K, \$50K or \$60K
- ▶ No weekends or Thursday nights
- ▶ Upmarket worldwide cruise product

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

Call or email Kelly Wellmore for more details

Senior Retail Consultant - Melbourne

- ▶ Centrally located in Melbourne CBD
- ▶ Solid team with great client base, start asap!
- ▶ Salary from \$45K + super + incentives

Solid team with great client base seeking to expand the team with an experienced Retail Consultant. Excellent management & the chance to grow your existing client base if you have one.

Call or email Ben Carnegie for more details

Multi-skilled Corporate Travel Consultant

- ▶ Prestigious swish, beautifully restored offices
- ▶ Prestigious high end client base, VIP accounts
- ▶ Salary up to \$60K!!!

This corporate travel agency will pay you what you're worth! 50/50 split of domestic and international bookings. Fantastic clients, dynamic agency located in Sydney's famous 'Rocks' area.

Call or email Kristi Gomm for more details

High End Leisure Consultant - Dural area, Syd

- ▶ Very high-end up market repeat clientele
- ▶ Will consider experienced part timers
- ▶ Salary to \$52K + incentives + super neg DOE

This role would suit a mature person with strong GDS systems knowledge who is well travelled and has previous experience selling cruise. Amadeus & Tramada but all CRS considered.

Call or email Kristi Gomm for more details

Ben's Top Job

Corporate Travel Vacancies



Ben Carnegie

Sales Manager

- ▶ Bring out the hunter in yourself
- ▶ Win and develop corporate accounts
- ▶ Excellent salary with generous incentives

Implementation Manager

- ▶ Project management
- ▶ Strategic planning
- ▶ Online and offline travel programs

Technology Support Executive

- ▶ Internal and client support
- ▶ Advanced system knowledge
- ▶ Analytical/problem solving

There are also team leading and consulting roles available within this Multi National TMC in **Sydney, Brisbane, Melbourne & Perth** so join them during this exciting growth period and watch your career opportunities open up.

Call or email Ben Carnegie for more details

Corporate Multi-skilled Consultant - Sydney

- ▶ Award winning TMC
- ▶ Be recognised and rewarded
- ▶ What are you worth? \$50K, \$55K, \$60K

Join this growing TMC - large enough to attract top clients but still has the 'family' culture. Known for keeping their staff, security and career advancement are just some of the benefits.

Call or email Sandra Chiles for more details

Corporate Travel Support Cons - Melbourne

- ▶ Monday to Friday - Melbourne Eastern Suburbs
- ▶ Company known for its culture of looking after staff
- ▶ Salary \$40K - \$45K + super

Prefer to support the corporate team but still have some client interaction? Look after flights, queues, schedule changes etc. Galileo fares and ticketing required.

Call or email Sandra Chiles for more details

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