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King urges change to appeal

AUSTRALIA must always be thinking outside the square in the methods it employs to chase the international tourist dollar.

That's the view of Australian Tourism Export Council chairman John King, who was speaking at the annual ATEC Symposium on the Sunshine Coast today.

"We must change to remain relevant and to continue to fulfil the purpose of our establishment," King said of ATEC this morning.

King told delegates in his opening address that Australia is more than capable of being a "major player" in luring huge numbers of international tourists, but cannot afford to sit on its hands and hope that the work already done will continue to

yield dividends.

ATEC this year is celebrating its 40th anniversary as the primary body for promoting Australia to the inbound markets.

King paid tribute to the road the organisation has travelled so far in its 40-year journey, saying "ATEC is still very much the voice of inbound tourism."

King expressed criticism of excessive guidelines imposed by all three levels of government in Australia, referring to an "almost endless tsunami of red tape and regulation" in regards to the freedom and scope in which bodies such as ATEC has to work.

"Government regulation is, in many respects, destroying our competitiveness," King added.

IHG Australia ceo quits

INTERCONTINENTAL Hotels Group has announced the departure of its Australian chief operating officer Bruce McKenzie.

McKenzie has resigned after eight years with the company, three of which saw him at the helm of IHG South Pacific.

He will depart the company on 30 Jun and plans to take a break before determining the next step in his career.

He'll be replaced on an interim basis by current IHG director of operations Bill Edwards.

More industry appointments on [page six](#) of today's issue.

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

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EY incentive winners

CONSOLIDATED Travel has named Meridian Travel in Vic as the \$500 bonus winner from Week 4 of its Etihad Airways Diamond/Pearl Class agent incentive.

Parthenon Travel Services in Vic was the \$500 bonus Coral Class winner - incentive info on [pg 11](#).

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QF change fee rise

QF yesterday lifted its Domestic Red e-Deal change fee to \$65.

Jetstar works with agents

JETSTAR is clearly gearing up for expansion in China and the prospective launch of Jetstar Hong Kong with the signing of a distribution deal in partnership with Chinese GDS operator TravelSky (*TD* breaking news).

The carrier said the pact would give more than 7000 travel agents in 300 Chinese cities direct access to its fares and ancillary products via TravelSky's ETerm LCC platform which has been specially designed for the low cost carrier market.

"Providing travel agents in China with easy access to our low fares is key to supporting our future growth and the ongoing acceptance of our brand," said Jetstar Executive Manager Commercial, David Koczkar.

"Innovative solutions, specifically designed to our needs, help keep our costs low and our low fares accessible," he added, with a formal statement also confirming that Jetstar has joined BSP in China to make it easy for agent payments.

All Jetstar carriers will be distributed via TravelSky including Jetstar Airways, Jetstar Asia, Jetstar Japan and Jetstar Pacific.

Jetstar currently flies to nine destinations across Greater China including Beijing, Hangzhou,

Ningbo, Shantou, Haikou, Guangzhou, Nanning and Hong Kong as well as Taipei.

Koczkar said that "creating convenient ways for agents to do business with us is key to driving accessibility".

Meads-Barlow Ball

DONNA Meads-Barlow from DBT Travel/Cruisescene is seeking industry sponsorship for the inaugural Danii Meads-Barlow Jelly Bean Ball which will take place at the Sydney Sofitel Wentworth Hotel on 16 Jun.

The event aims to raise funds for diabetes research in memory of Danii Meads-Barlow who died late last year aged just 17.

There are ten Founding Sponsorship packages available which will provide significant exposure to the 400-plus present at the event who will include a variety of high profile corporates, friends, family and people who support a cure for diabetes.

Channel 7 personality James Tobin is donating his time as MC, with presenters including Marcia Hines and race driver Jack Perkins and there's also expected to be significant media coverage.

Sponsorship packages range from \$1500 to \$8000 and tickets to the ball are also now available.

For more information on sponsorship contact Samantha Bartels on sam@dbt.com.au.

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RAIL Plus is offering an extra free day's travel to clients who pay for a six, eight or ten day Eurail Select Pass before 28 May.

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Travel Daily
on location on the Sunshine Coast

Today's issue of TD is coming to you from the Coolum Beach Resort & Spa, courtesy of the Australian Tourism Export Council which is holding its annual conference here.

TOURISM operators from across the country have gathered on the Sunshine Coast this week for the ATEC Symposium, which this year celebrates 40 years of ATEC representation of the tourism export industry in Australia.

Symposium kicks off in earnest today, after the two day Australian Youth Tourism Exchange at the Novotel Twin Waters Resort and the Backpacker & Youth Industry Conference on Tuesday.

This morning ATEC Chairman John King set the scene for the industry's future (see **page one**), followed by Tourism Australia's managing director Andrew McEvoy who showcased to delegates the upcoming promotion campaigns set to hit the Chinese market soon.

Qantas exec mgr global sales Stephen Thompson will also present this afternoon on the carrier's successful partnerships to promote Australia together with key industry stakeholders.

Greek ferry furore gets fiery

A WAR of words has erupted between wholesalers over the supply of Greek ferry tickets, with Excite Holidays laughing off suggestions by rivals Sun Island Tours and Tempo Holidays that "agents and clients would be advised to leave ticket issuance as late as possible" (**TD Mon**).

The controversy was triggered by a reminder from Excite about the availability of the tickets in Australia (**TD Fri**), with the online specialist delivering them to agents before clients depart.

Tempo and Sun Island, which offer the tickets for delivery to travellers' hotels in Greece, cited the "potential operational complexities of Greek ferry travel" such as inclement weather and ferry changes, urging agents to use "traditional Australian wholesalers" for the products.

However Excite has now fired back, saying that it had developed its local option after recognising an opportunity which significantly decreased the inconvenience to both agents and their clients.

"We simply listened to the market's needs and enabled tickets to be issued in Australia prior to departure, providing both the agents and passengers with peace of mind," said Excite Hols ceo George Papaioannou.

He said that just like airline tickets if there are unforeseen changes travellers can contact ferry companies direct or local port authorities for revalidation.

"Agents know that ferry tickets sell out, so why would you leave booking your ticket to the last minute, especially on the popular islands of Mykonos, Santorini, Ios and Paros," he added.

Online agent-only wholesaler Excite Holidays is an authorised seller of tickets for Blue Star Ferries, Anek Lines and Hellenic Seaways, with Papaioannou also saying that unlike its competitors Excite sells the ferry tickets as a standalone product without enforcing mandatory land content arrangements.

"The demand has been overwhelming and we are currently experiencing significant growth within the market," he said.

Expedia appoints MD

EXPEDIA has announced the promotion of Georg Ruebensal to managing director, Australia/NZ, moving from his most recent role as director of operations which he has held since Jul last year.

VP of Expedia Canada, Latam & ANZ Sean Shannon said Georg has shown "exceptional leadership" with the development of the AirAsiaExpedia partnership.

Ruebensal started with Expedia in 2005, with his appointment as MD coming into effect on 31 Mar.



DUBAI destination management company Arabian Adventures senior vice president, Peter Payet, has a catchy slogan for one of the firm's upmarket tours called a "Just for You" dinner in the desert.

The bespoke product whisks couples to a private dinner in the Dubai dunes, with exceptional personal service providing a unique experience - and speaking at Arabian Travel Market yesterday (**see p4**) he said it's the perfect opportunity for a proposal.

"We describe it as 'If she hasn't said yes, take her out there and she certainly will,'" he said, with another wit in the group quipping "Otherwise she'll have to walk home".

THE latest stunt by Richard Branson's Virgin Atlantic is to offer ice cubes for upper-class passengers shaped like the human headline's head.

On selected flights next month travellers will enjoy the strange cooling cubes, which were created by a group of four designers over a six week period using laser scanning technology to accurately capture Branson's trademark long hair and goatee.

The special Bransonesque ice cubes are part of the launch of VS's new in-flight bar product.

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Travel Daily on location in Dubai

Today's issue of *TD* is coming to you from Dubai, where the annual Arabian Travel Market is taking place this week.

AUSTRALASIAN hosted buyers at ATM have been able to experience much more than just the show, with celebrations showcasing the wide variety of stunning hotel product in Dubai.

Last night Movenpick Hotels hosted the official ATM party at its Ibn Battuta Gate Hotel - and what a night it was.

An amazing atrium hosted thousands of delegates who networked as they ate and drank from all of the hotel's restaurants which threw open their doors to offer a superb smorgasbord of flavours from across the world.

Aussie guests were particularly impressed at the dessert lineup - see all of our exclusive pics at facebook.com/traveldaily.

Arabian Adventures loves Australians

EMIRATES-owned DMC Arabian Adventures says that Australia is a key market because down under travel patterns give it business during the northern summer.

Arabian Adventures senior vp Peter Payet yesterday revealed that the average length of stay for its Australian customers in Dubai is currently 2.9 days - and he's hoping to extend this.

The company, which operates a full range of ground programs including transfers, activities and tours, last year handled almost 180,000 Australian passengers, up 13%, and double digit growth is projected for 2012 too.

The most popular product on offer is its dune and dinner safari, but it also offers an "exclusive collection" of upmarket itineraries for discerning clients.

Arabian Adventures works with a range of Australian wholesalers incl Infinity, Creative Holidays, Pinpoint, New Horizons and C&K and it's also part of Virtuoso.

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Dubai Experts rewarded



TWO agents from Australia and New Zealand were honoured in Dubai yesterday for being top achievers in the Dubai Experts consultant training program.

Nicole Serago from Corporate Travel Management in Melbourne and Lara Kamionka of Adventure World in New Zealand were selected for the honour by Dubai Tourism which has been heavily promoting the scheme.

The online training system is seeing strong growth, with more than 6,780 registrations across the globe including 800-plus from Australasia.

At Arabian Travel Market ten top performers from countries including the UK, South Africa and India also received a commemorative statuette.

The Dubai Experts program has now launched in 13 markets across the globe and will shortly expand to cover Scandinavia, Benelux and Russia.

it comprises three modules: Know Dubai, Sell Dubai and Add

Dubai, and further development is planned including the creation of content targeting specific segments such as cruise and MICE.

Other initiatives are also being proposed to increase agent engagement with Dubai, possibly including a range of discounts for agents visiting the destination.

Pictured from left are: Carlah Walton, DTCM; Nicole Serago, Julie King, DTCM director Australasia; Lara Kamionka and Angela Vassilidis-Balaguer, DTCM.

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SPG gets tasty!



STARWOOD Hotels & Resorts is continuing to “change the way people see loyalty programs” by enabling members of its Starwood Preferred Guest program the ability to earn points at over 500 restaurants and bars worldwide. The new website called SPG.com/restaurantsandbars, was officially launched last week and has already seen a spike in new members since its debut.

It’s been created to attract locals who refer to *Time Out* and local newspapers to come and use the hotels restaurants and bars, said regional director of sales & marketing, Sheraton on the Park, Daniella Tonetto.

Points can be earned without having to stay at the hotel which has proved popular, Tonetto said.

Each time SPG members dine at any of the restaurants and bars in the scheme, they can enter the ‘Around the world in 5 meals’ competition to go into the draw to “win a trip of a lifetime”.

The ‘global sweepstakes’ invites members to create a tailor-made global food experience, selecting five destinations from select venues on a world map.

Air traffic on the rise

IATA yesterday reported a 7.6% growth in global traffic, year-on-year in Mar, but suggested the figures were offset by “depressed passenger demand” in 2011 due to an earlier Arab Spring and the fall-out from the Japan tsunami and earthquake.

Demand for carriers in the Asia-Pacific region was up 8.1%, on a 4.3% rise in capacity, with load factors at 76.5%.

Japan experienced the strongest traffic growth, up 15.5%, but still down 27% on Mar 2010.

The competition expires at the end of Jun and a new entry can be obtained each time a guest dines at any of the participating restaurants and bars.

The website is also available on mobile devices and is currently offering a 15% discount to SPG members until the end of Jun.

Pictured at the Conservatory Bar at the Sheraton on the Park in Sydney from left are: Daniella Tonetto, regional director of sales & marketing and Pacific director of sales & marketing, Sheraton on the Park; Jessica Doolan, marketing exec Four Points by Sheraton; Melissa Mumlek, area online distribution system; Jane Melde, marketing executive; Charlotte Roderick, marketing communications executive, Westin Sydney and exec chef.

MEANWHILE, Sheraton has topped Roy Morgan Research’s Hotel Customer Satisfaction poll for Mar, maintaining it’s lead in the guest survey with 90%.

Crowne Plaza retained second spot on the poll, followed by Sofitel, Hilton & InterContinental - all of which had lower satisfaction levels than in Feb.

CCC Fiji golfers cruise

CAPTAIN Cook Cruises has released a special seven-night Fiji Golf Cruise aboard the *MV Reef Endeavour*, circumnavigating Viti Levu and visiting five of Fiji’s top golf courses along the way.

Non-golfers are also catered for, with visits to remote villages, churches and schools included as part of the voyage.

The cruise departs 11 Sep and is priced from FJ\$2849pp (AU\$1541ppts), with a FJ\$550pp (AU\$297pp) supplement covering golf and transfer fees.

Virgin/Skywest dismiss Gold claim

VIRGIN Australia has quashed suggestions by aspiring carrier Gold Airways that its corporate alliance with Skywest Airlines could be replicated and extended to other airlines (**TD** 04 Mar).

In a submission to the ACCC filed this week from lawyers acting on behalf of DJ/XR, the carriers stated “the Corporate Alliance is the result of a commercial agreement between Virgin Australia and Skywest and does not extend to any other airlines”.

The DJ/XR submission said if either airline was to seek to enter into a similar nature with any other parties, they would need to

gain authorisation from the ACCC and it would be assessed against the public benefits test.

“Conditions of authorisation are neither necessary nor appropriate,” the airlines argued.

Claims by Gold Airways that the Western Australian government was not in favour of the alliance were also false, according to the Virgin/Skywest document, which said the state government had “expressed support” for the corporate pact.

Ardent Leisure tips Big Brother spike

DREAMWORLD theme park operator, Ardent Leisure Group, is tipping the return of the *Big Brother* TV series - filmed on-site - will help prop up visitor numbers.

This morning Ardent reported a 7.5% year-on-year slump in revenue for Q3 from its theme park division (which also includes WhiteWater World), down from \$82.8 million to \$76.6 million.

Pre-tax profit was \$27.8 million, down 6.2% on the corresponding period ending 31 Mar.

Ardent said that despite a drop in revenue operating margins rose marginally to 37.8%, up 0.2%.

Group ceo Greg Shaw said it was pleasing to see the theme park division had matched the results of the year prior.

“The extension of the new DreamWorks precinct and the return of Big Brother are expected to assist patronage levels in future periods,” Shaw said in a stock exchange announcement.

Travelport buys Gal SA

TRAVELPORT has acquired South African Airways’ GDS arm of over 20 years, Galileo Southern Africa, as part of its “continuation of investment in the region.”

The agreement also includes the signing a five-year full content agreement with SAA to enable Travelport-connected agents to access full published fares and inventory, and functional parity with other distribution channels.

It has been rebranded as Travelport Southern Africa.

ScootBiz \$348 fare

SINGAPORE Airlines budget offshoot Scoot has Business class fares, dubbed ScootBiz, from both Sydney and the Gold Coast to the city-state priced from \$348 one-way, when booked before 10:59 (GMT+8) Fri 04 May - flyscoot.com.

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ABOVE: African Wildlife Safaris will use cycling as a means to raise awareness of its company profile nationally, targeting recreational cyclists - a market that matches its safari client profile, says AWS ceo Steve Cameron.

Cameron himself is a keen cyclist, competitor and sponsor of cycling related charities, such as the Amy Gillett Foundation.

In partnership with Specialized Bicycles Aust., AWS has sponsored a new national level road cycling team - named the African Wildlife Safari Cycling Team - who will

compete on the national circuit. The team is comprised of a field of nine, aged between 18 and 35 and will don eye-catching cycling kit with a lion's head on the front, along with the African Wildlife Safari name and logo.

Kakadu special permits

KAKADU National Park is calling for expressions of interest from tour operators wanting special permits to operate exclusive or restricted activities within the park for a 12-month period, from 01 Apr 2013 to 31 Mar 2014.

Due to the "difficult business environment" and failure to agree to a mutually acceptable structure, plans to move to a licensing system (*TD* 10 Jan) have been put on hold tentatively.

In its trade newsletter update yesterday, KNP flagged it would continue to communicate with operators to refine the structure.

"We understand you want a fee structure that reflects relative benefit, so that smaller players with fewer visitors pay less and where there's exclusive access that's reflected in the fee - we will work to strike the right balance," the organisation said.

Applications for special permits close 16 May - bit.ly/kakpermits.

Preferred Maldives

PREFERRED Hotel Group's fast growing intimate hotel collection, Preferred Boutique, has added its first member for the Maldives - the newly opened 100-villa Dusit Thani Maldives.

Drukair international

BHUTANESE carrier Drukair has opened reservations for new routes between Paro and both Mumbai and Singapore, with its Singapore flights to debut 01 Sep.

JetBlue adds DFW

US BUDGET carrier JetBlue has launched its newest route, with a thrice daily service connecting Boston and Dallas/Fort Worth which becomes its 71st destination.

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.

David Lanning has joined **ATPI Instone** as Sales Manager Australia. The company is part of global travel management company ATPI Group which is headquartered in London with 52 offices in 36 countries.

Pan Pacific Hotels Group has announced the appointment of **Craig Bond** as Area General Manager of Oceania. He will also lead the team at PARKROYAL Darling Harbour in Sydney. Bond moves to Pan Pacific from his previous role as regional general manager Vic/Tas for Mirvac and as gm of The Sebel & Citigate Albert Park Melbourne.

The AOT Group has named **James Munro** as its Senior Contracting and Destination Manager for Queensland. Munro moves from his most recent role as Director of Trade Sales for the Mantra Group.

Gary Berman has been appointed as the gm of the new travel division of **Grays Online** following the company's acquisition of Ubid4rooms.

AirAsia/MAS share swap is off

AN ALLIANCE between AirAsia and Malaysian Airlines to swap shares as part of a "comprehensive collaboration framework" (*TD* 11 Aug 11) has been axed, with shareholders from both carriers agreeing to unwind the deal.

The decision has seen AirAsia's major owners Tony Fernandes and Datuk Kamaruddin resign from the Malaysian Airlines board and a reshuffling of shares.

The Malay govt's nominee on AirAsia's board, Azman Yahya of Khazanah Nasional stood down from the no-frills carrier's board.

Azman said "the cross-handling of shares has become a distraction to the management's efforts to turn around MAS & win stakeholders' support for collaboration," reports Malaysia's *New Straits Times*.

The carriers will instead work on a Supplemental Collaboration Agreement aimed at refining the focus of the previously signed deal.

To move forward, AirAsia, AirAsiac and MAS have inked a MoU to cooperate on two initial areas - joint procurement and aircraft component maintenance, support and repair services.

WIN A MOVIE PASS

Congratulations to yesterday's lucky winner, **Sonja Hine** of Flight Centre Ingle Farm.

This week, **Village Roadshow Pictures, Warner Bros. Pictures** and *TD* are giving readers the chance to win a double pass to the movie "Dark Shadows"!

For your chance to win, be the first to answer the question to darkshadows@traveldaily.com.au

The movie is based on the soap opera from which decade?



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London car discounts

EUROPCAR has released discounts of up to 40% on car hire in the UK for customers travelling to the London Olympics, valid at all of the firms 200 UK depots.

WIN A HOLIDAY TO HAWAII

May 1st is Lei Day in Hawai'i, a day that honours island culture, the Aloha spirit and the Hawaiian tradition of friendliness. It also marks the start of summer in Hawai'i, the perfect time to visit!

To celebrate the spirit of this Hawaiian holiday, *Travel Daily* is giving one lucky reader and their partner the chance to win a fantastic five-night holiday to Hawai'i courtesy of Hawai'i Tourism, Hawaiian Airlines and Trump International Hotel.

This amazing prize includes two return economy airfares to Honolulu from Sydney with Hawaiian Airlines and five nights accommodation in a Deluxe One Bedroom Suite at Trump International Hotel.

Each day *Travel Daily* will ask a Hawai'i-related question - just read the issue and email us your answer. 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 Hawaii holiday.

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



Q.3: What is Hawaiian Airlines generous checked baggage allowance per person?

Hint! Visit www.hawaiianairlines.com.au

Click here for more information



TA domestic mission

TOURISM Australia is calling on industry support for its domestic marketing launch of phase two of its *There's Nothing Like Australia* campaign, in Jun and Jul.

The next push provides a range of new free tools & assets such as banners, buttons & images, and third-party website widgets.

Applications close 11 May.

TripAdvisor Syd gong

SYDNEY has been bestowed with the honour of TripAdvisor's Best Travel Spot in the World - South Pacific & Australia accolade in the firm's annual Travellers' Choice Destinations.

Melbourne was ranked the 2nd best travel spot in the country, followed by Port Douglas, Cairns, Brisbane, Byron Bay then Perth.

Voyager sets btTB record



ABOVE: Voyager this week became the first TMC to take out the 'Travel Management Services Provider of the Year' award at the btTB Travel Management Awards three years running this week.

The Australian-owned business also collected the Technology Services Award for its management information software, Zuno, that provides "unprecedented insight into client's corporate travel programs, Voyager says.

Tiger planning TVCs

TIGER Airways Australia has launched an official social media presence on Facebook and will use the platform to seek fans to appear in the airline's first TV commercials (TVCs).

The ads are planned to appear on Australian television networks and on its Facebook page.

CEO Andrew David said the no-frills carrier would use Facebook to interact with its passengers & to help gauge what new routes it should add to its network - see facebook.com/TigerAirwaysAustralia.

Prague hotel stay pay

UNTIL 13 May, Beyond Travel has a range of discounts on 'stay pay' hotel deals in Prague during the summer season.

Deals include a Stay 4/Pay 3 offer at the 4-star Hotel Leonardo priced from \$78ppn for stays from 16 Jun to 24 Aug.

Pictured with their awards from left are Voyager's Richard Savva, ceo; Andrea Pearson, Silvana Johnston, Vera Konsuo, Christine McKimm, Rob Jaffer, Andrew Bird, Gareth Payne and Lyn Harris.

SeaLink lets itself go

A NEW advertising campaign has been launched by SeaLink Kangaroo Island entitled "Let Yourself Go", aimed at showcasing the natural beauty of the island.

The focus for the campaign will centre on "The Book" - SeaLink's 48-page 2012/13 Kangaroo Island holiday and tour brochure.

Gatwick Exp barcodes

LONDON's non-stop rail-air link the Gatwick Express has rolled out barcode scanners at London Victoria and Gatwick Airport stations to streamline boarding.

The scanners can be used by pax with printed e-tickets or via mobile devices.

Air India/Asiana c/s

AIR India has announced an agreement with Asiana Airways to begin codesharing on services between India and Seoul, to be implemented as soon as possible.

The deal is expected to include reciprocal benefits on frequent flyer schemes, with AI also saying Asiana has expressed interest in "exploring opportunities to a few destinations in India."

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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This senior finance role will partner the executive team in providing thought leadership in planning and strategic forecasting, while providing leadership and insight in directing all financial functions across the region to optimize business performance. You will be an agile problem solver, flexible to travel internationally as required, and be experienced in managing teams remotely. CA/CPA preferred.

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BRISBANE - SALARY PRO RATA DOE**

Be a part of an exciting new project utilizing all of your advanced knowledge of fares & ticketing. Ideally you will have experience within airlines, managing fares/pricing and have experience in documenting policies & procedures. You will be comfortable in a fast-paced, rapidly changing organization and be flexible & adaptable to changing priorities. Don't delay for this rare opportunity.

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**BUSINESS DEVELOPMENT – EVENTS/CONFERENCING
MELBOURNE – SALARY PACKAGE TO \$85k**

This outstanding travel company is looking for the best in the business when it comes to driving sales within the events market. With a great "hunter" mentality and a proven sales record you will be able to generate new leads, design & deliver compelling proposals and cultivate those relationships through to a successful tender. This large multi-faceted travel business is looking for a go-getter to drive their events team forward.

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**SALES & MARKETING EXECUTIVE
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This diverse travel business has a unique range of product across beautiful destinations around the world. Supporting the National Manager you'll be implementing promotional campaigns, contributing to sales strategies, liaising with designers & media agencies, tracking campaign activity and coordinating trade and other company events. You'll need prev marketing experience, strong excel and a great attitude.

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**WHOLESALE TEAM LEADER – NO CONSULTING
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Expand your own career profile and take on this leadership opportunity where you will be overseeing a small wholesale team. In this role you will be developing staff through training, providing guidance and support while developing team performance, instigating changes and process improvements. This role is with a well established organisation and will offer you the chance to stretch your wings within a great team.

CORPORATE TEAM LEADER WITH A DIFFERENCE

**TEAM LEADER – CORPORATE TRAVEL
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If you are an experienced Team Leader within the corporate travel sector and wish you had flexibility in your role, this new position will offer you everything your heart desires. In addition to working for a world class organisation you will be leading a team of highly experienced professional travel consultants servicing a prestigious global account, providing guidance and trouble shooting problems.

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Corporate Travel Consultants

Sydney - Packages Up to \$70K - Ref 1546

URGENT OPPORTUNITIES - We have a number of roles across Sydney's CBD & suburbs within leading travel management companies & niche independents. If you are an passionate & experienced travel professional with an international or corporate travel background, then we want to speak with you. Each opportunity offers something unique and different, so you'll be spoilt for choice when deciding which opportunity would be the right career step for you.

For more information call Cliff on (02) 9113 7272 or email cliff@traveltraderecruitment.com.au

International Travel Consultant

Sydney - \$DOE - Ref 1072

Utilise your past agency experience and join this award winning team. You will have brilliant fares, European destination knowledge from cruise through to tours, and be able to handle the whole booking process from start to finish including all invoicing, issuing tickets & insurance. Fantastic support and training are offered to someone eager to achieve targets and exceed clients expectations with superior customer service.

For more information call Natalie on (02) 9113 7272 or email natalie@traveltraderecruitment.com.au

Corporate Travel Online Support Consultant

Melbourne - \$Competitive - Ref 5344

Do you want to expand your travel industry skills & knowledge, and step into the corporate travel world? If you have experience dealing with travel itineraries using a GDS system, this could be the opportunity you've been waiting for! Handling domestic travel requests, assisting with online bookings & working with after sales enquiries, this is a great opportunity within a leading TMC. Competitive salary & career progression is offered.

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au

Sales Manager/BDM Corporate Travel

Perth - \$Competitive + Super + Bonus - Ref 5211

Do you have sound understanding of corporate travel sales, business development experience & a proven sales record? A leading travel management company is looking for Sales/BDM to assist with their ongoing expansion across the travel market. You will manage existing accounts along with building rapport and developing relationships with key prospects. This is a rare chance to develop your managerial and corporate travel experience with a leading TMC.

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au

Travel Coordinator

Sydney - \$Negotiable - Ref 1071

Start your career with this fantastic wholesaler specialising in Turkey. You will have fantastic written & verbal skills in both English & Turkish, and be able to build excellent relationships within this wonderfully supportive company. You will be trained in all aspects of the wholesale industry and gain extensive experience liaising with tour, cruise and hotel groups. This is a family run business looking for someone to be part of the family.

For more information call Natalie on (02) 9113 7272 or email natalie@traveltraderecruitment.com.au

Product Support Consultant

Brisbane - Up to \$50K - Ref 1130

Move away from reservations into a product support role! Work for this global travel company as a Product Support Consultant and work closely with the wholesale contracting team, handle all calls and queue queries regarding products, and assist the reservations department with any issues. Along with your attention to detail and outstanding problem solving skills, you will have extensive knowledge of native Calypso and excellent Microsoft Office skills.

For more information call Lisa on (02) 9113 7272 or email lisa@traveltraderecruitment.com.au

Travel Consultant

Melbourne - Up to \$65K - Ref 6100

Redeem your weekends! Work Monday to Friday in this busy and reputable travel company. Work to sales targets, book worldwide holidays and deal with a nice mix of leisure and corporate clients. As a Travel Consultant, you will work alongside a fun & dynamic team, handle call enquiries and face to face customers. The successful candidate can expect a competitive salary with fantastic commission and educational. Ideally you will also have solid Galileo experience.

For more information call Lisa on (02) 9113 7272 or email lisa@traveltraderecruitment.com.au

International Travel Consultant

Perth - \$50K + Super + Bonus - Ref 1475

Have you got a previous retail travel background and experience selling worldwide tailor-made itineraries & packages? Do you have solid travel product experience and confident you can offer customers a choice like no other? We have a role with a well-known travel company based in Perth, and due to ongoing repeat business and constant flow of new enquires, they are expanding and in search of a passionate Travel Consultant to join their successful team.

For more information call Cliff on (02) 9113 7272 or email cliff@traveltraderecruitment.com.au



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To be in the running for the Major Prize you must achieve 30% growth of your EY sales through Consolidated Travel. All qualifying participants will then be invited to tell us in 25 words or less why they believe Etihad is the World's Leading Airline. The most creative entry will **win \$10,000 cash!**

Weekly bonuses will also be awarded to that week's highest seller of Diamond First and Pearl Business Class tickets, and Coral Economy Class tickets each week during incentive period!

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*2011, 2010 and 2009 World Travel Awards. Valid for tickets issued by Consolidated Travel or via Quickticket during the incentive period 01APR-12MAY12 on EY itineraries ex Australia to all Etihad destinations on EY (607) ticket stock on the Consolidated Travel IATA only. Agents must achieve minimum growth of 30% vs same period in 2011. To win the major prize agents must also tell us in 25 words or less, 'Why do you believe Etihad is the World's Leading Airline' and sell a minimum of \$15,000 worth of tickets during the incentive period. The winner will be determined by the most original and creative answer. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Valid entries will be automatically tracked by Consolidated Travel and winners announced at the end of the promotion period. The winning Travel Agency will be rewarded with \$10,000 deposited into their account by Consolidated Travel. The winners of the bonus cash prizes will be rewarded with \$250 or \$500 deposited into their account by Consolidated Travel. The same office cannot win the weekly bonus more than once. This offer is open to all full time international selling agents only. Consolidated Travel and Etihad reserve the right to withdraw or change the conditions of the promotion at any time. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 30MAR12.

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