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Wednesday 9th May 2012

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ISSN 1834-3058

More Swiss videos

AGENTS are continuing to upload videos for Switzerland Tourism's 'Get Swissed' comp which will see 33 lucky consultants head to Switzerland on a mega-famil next month.

Switzerland is riding high, after recently featuring in Channel 10's blockbuster *The Biggest Loser*.

Entries for the competition must be in by 5pm AEST tomorrow so that the winners can be selected - upload your video at www.getswissedexperts.com.au.

To see the latest video



entries check out

traveldaily.com.au/videos.

8 pages of goodness

Travel Daily today has eight pages of news and photos, a full page of photos from the **Accor trivia quiz night** plus full pages from: ([click](#))

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Govt slams industry travel

THE travel industry is likely to be significantly impacted by a change to the fringe benefits tax regime announced last night in the Federal Budget.

Treasurer Wayne Swan revealed that the government will "update the method of determining the taxable value of airline transport fringe benefits, from stand-by value to market value".

The move is effective for any travel from 7.30pm AEST last night, and is estimated to raise \$12 million in additional government revenue over the next four years.

According to the budget papers, "an airline transport fringe benefit may arise when an employee of an airline or travel agent is provided with free or discounted travel on a stand-by basis".

Currently, the taxable value of industry flights is based on the stand-by amount less any staff contribution, and was "developed when stand-by travel was a

feature of commercial airline pricing and staff could be displaced from a flight up to the time of boarding."

However the govt claims that the concept of stand-by travel "is no longer commercially relevant as airlines now use discounted pricing to optimise passenger levels" - meaning that the FBT will instead be calculated on the "market value" of airfares.

Swan said the new arrangements were "consistent with commercial practice" - more from last night's budget on [page three](#).

Air NZ 777s AKL/PER

AIR New Zealand is to upgauge capacity on the Auckland-Perth route by 20% when it introduces Boeing 777-300ERs between the two cities, effective 03 Sep 2012.

Announced by Air NZ deputy ceo Norm Thompson at TRENZ this morning, the carrier will add 70 seats each way by replacing its 234-seat 767-300s on the route.

The move follows double digit growth in Perth arrivals into AKL. It'll also see the introduction of Air NZ's lie-flat Business Premier beds and Premium Economy product added to the route.

The capacity boost is the latest step in Air New Zealand's alliance with Virgin Australia and means (coupled with DJ's A330s) pax will have the option of lie-flat beds from Sydney, Melbourne and Auckland into Perth.

Accor gets trivial

ACCOR hosted key corporate travel agency partners at a special trivia night last week in Sydney.

The major prize winner took home a trip for two to Guangzhou courtesy of Sofitel and China Southern Airlines - for pics from the event [see page 7](#).



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Travel Daily

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NEW CALEDONIA

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Travel Daily on location in New Zealand

Today's issue of *TD* is coming to you from Queenstown, hosted by Tourism New Zealand

TOURISM New Zealand's annual TRENZ conference has seen a number of big announcements, predictions and developments for the Kiwi industry all set to provide enormous benefits throughout.

Yesterday, *Travel Daily* spoke with Auckland airport boss Simon Moutter about the start of direct flights between Auckland and Houston by the world's biggest airline, United Continental Airlines.

More information from our conversation with Moutter can be found on **page four**.

Choice Hotels Australasia continues to grow, signing a new property in Blenheim to its ever-expanding hotel network.

The group sees much potential in a number of new properties across the country, and hopes to be in a position to announce further acquisitions in the not too distant future.

More TRENZ coverage on **pg 4**.

Aus CHC rebound lagging

THE battered image of a city in distress, telecast by Australian TV networks of the rescue efforts following the Feb 2011 Christchurch earthquake continues to plague tourism to the Canterbury capital.

Speaking at TRENZ, Christchurch & Canterbury Tourism chief Tim Hunter suggested 72-hrs of non-stop coverage of the Christchurch rescue (and subsequent recovery) of victims after the quake in Feb 2011 continues to have a lasting impact on Aussies returning.

Hunter revealed this morning that while long-haul markets are starting to bounce back, numbers from Australia are lagging.

Over the summer months, NZ saw a "reasonably quick" recovery from the China, SE Asia & Europe markets, while Korea and Japan have "shied away," he said.

"Australia, suprisingly, for a country that typically exhibits so much bravado, has been very reluctant to visit.

"For us, it's a market we're really focused on," Hunter said.

He said that to counter the negative perception by Aussies, Christchurch would embark on a campaign to show the city is back in action within six months.

A recent 'road-trip' campaign of NZ's South Island has seen a positive response, with losses from the Australian market being halved during Feb.

CCT and the whole of New Zealand is eagerly awaiting details of the city's reconstruction by the Christchurch Central Development Unit, due out in 80 days, that will provide a blueprint as to where new structures, including a convention centre, will be built.

Once the CCDU plan is released, it means new-builds can begin, which Hunter says will be the step that "puts tourism back on track," adding it will likely be "the catalyst for further investment."

The city's cordoned-off 'red-zone' has shrunk by 70% and will be gone by the end of the year, and businesses are re-establishing themselves.

"The most difficult tourism issue for us is we have 40% fewer beds; we still have 9,000 and we are coping well."

CHC expects up to 8 hotels to be reinstated by the end of 2014.

He said that claims Christchurch has no accom are "not true."

While space may be hard to find at peak periods or when a large event is in town, "there is not one night where we've had to turn people away," Hunter added.

He said a shipping container mall and huge growth in restaurants & bars outside the CBD have given Christchurch a great revival feel.

"We are on the recovery path and have improved in the last six months," Hunter declared.

More from TRENZ on **page four**.

AirAsia X loads soar

MALAYSIAN low-cost long-haul carrier AirAsia X has recorded an 87% overall load factor for the three months to 31 Mar, carrying a total of 690,000 passengers.

The result came despite Mumbai flights being cut in Feb and in the lead-up to the end of Delhi, Paris and London services this month.

CEO Azran Osman-Rani said core markets including Australia, China and North Asia continued to deliver strong passenger growth "validating the airline's strategy of rebalancing its network from Europe and India towards Australia and North Asia."

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HTO funding boosts

AN ADDITIONAL US\$2m per year from 2013 through 2015 has been allocated for an increase in marketing activities for Hawaii in the Asia-Pacific region, with the funds approved by the 2012 Hawaii State Legislature.

The Hawaii Tourism Authority said the funds will be used to continue to promote Hawaii as an ideal destination for both business and leisure travellers and "solidify Hawaii's position and presence."

WIN ONE OF 25 TRIPS



To celebrate our 25th Anniversary, Helen Wong's Tours is offering all retail travel agents the chance to win one of 25 trips to China or Vietnam by simply booking and depositing a Helen Wong's Tours group tour from the 23rd Mar to 30 Apr 2012 for travel before 31 Oct 2012.

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TRAVELSCAPE

Passenger charge govt windfall

THE government has implemented an \$8 increase in the Passenger Movement Charge as part of last night's federal budget - and the departure tax will also now be indexed to inflation.

The move means that every traveller leaving Australia will now pay \$55, and the "ongoing increase will be damaging to our international competitiveness," according to Australian Tourism Export Council md Felicia Mariani.

The good news for the inbound industry is that 10% of the increased takings - \$61 million over the next four years - will be directed towards Tourism Australia to be used for an 'Asian Marketing Fund' (**TD** breaking news).

"While ATEC welcomes the additional spending on our marketing efforts in Asia, it is a case of give with one hand while taking with the other," Mariani said.

She said that based on forward estimates the increased PMC will see the government rake in \$930m in 2014/15 - an extra

\$175m over previous forecasts.

MEANWHILE Tourism Australia chairman Geoff Dixon said the funding boost reflects the "growing importance of a region expected to deliver 2.5 million visitors to Australia during 2012.

"With this new dedicated fund we now have an unprecedented opportunity to further drive both existing campaign activity and new marketing efforts across our fastest growing and most valuable inbound visitor markets."

TA md Andrew McEvoy said the money - \$8.5m in 2012-13, \$14m in 2013-14, \$17.5m in 2014-15 and \$21m in 2015-16 - would allow for a significant increase in media spending in Asia.

He said it would target high yielding consumer segments in "growing, key Asian markets".

McEvoy said TA would also work closely with Tourism Research Australia "to continually best understand the tourism behaviour and travel preferences of global travellers".

Qantas/TNZ alliance

TOURISM New Zealand and Qantas have today announced a Memorandum of Understanding for a four year NZ\$4m marketing campaign to promote tourism.

Announced at TRENZ 2012 in Queenstown, the 50/50 alliance will target trans-Tasman markets as well as long-haul routes to the US, the UK and Germany.

The pact will primarily target the Australian market.

TNZ chief Kevin Bowler said the partnership with Qantas will enable the country's peak tourist organisation to "achieve greater reach and effectiveness of our campaigns by combining funds and offering attractive offers for potential visitors."

QF regional mgr NZ and Pacific Islands Rohan Garnett said at TRENZ the deal shows QF's commitment to NZ "has never been stronger than it is today."

The MoU will see each party chip in NZ\$1m each year for two years, from Jul 2012 to Jun 2014.

Arrivals up 0.3% in Mar

THE trend estimate for short-term visitor arrivals into Australia rose 0.3% during Mar 2012, with overall visitation up 4.3% compared to a year ago.

ABS figures released this morning show New Zealand as once again the top market with 96,300 visitors in Mar, followed by the UK in second place at 67,600 and China coming in third with 52,400 visitors - up 17.2%.

Departures are also continuing to rise, up 0.5% compared to Feb and currently 6.5% higher than in Mar 2011.

The top outbound market was NZ but at a 1.6% annual increase it is growing much more slowly than other destinations such as Indonesia, which has shown a 10.6% surge in Aussie travel over the last year.

There's also been strong growth to Thailand, up 13.3%, and the USA which is Australia's third most popular destination and grew 8.4% over the last year.

Window Seat

FEMALE tourists visiting the Yankari Game Reserve in Northern Nigeria have admitted concern over recent kleptomaniac tendencies of the local baboons after a number of handbag snatchings by the monkeys.

A number of victims have said the baboons are "sharp and fast" and "hardly spotted at close range but once they pounce on you, it is only a matter of seconds and your handbag is gone", with reports of the monkeys also smashing car windscreens & taking food from tourists' cars.

TRAVEL Alberta hosted a rather unique destination marketing event recently, as Californians took to Santa Monica beach to try and dig up the ancient fossils of an "Albertosaurus".

The gimmick was part of the launch of Canadian province Travel Alberta's summer promo to promote travel to the region.

MEANWHILE, an actual fossil belonging to a 75-million year old Mosasaur was recently unearthed in Alberta, which is being carefully removed by staff from the Royal Tyrrell Museum.

MEET Sherman the Wombat.

Late last week, Sherman, Wild Life Sydney's resident hairy-nose wombat celebrated his fifth birthday, annihilating a special cake made from lucerne hay, corn, carrot and sweet potato which was gone in seconds, leaving a very content marsupial.

Sherman was born in the wild but hand-raised by a wombat orphanage in South Australia before moving to Sydney in 2008.



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Applications close Sunday 20th May.

Telephone and postal applications will not be entertained. Only candidates that meet the minimum requirements will be considered and contacted.

Maori touring options

AUCKLAND Tourism, Events and Economic Development has announced the launch of two new Maori cultural tourism projects available in Auckland.

The Te Hana To Ao Marama Maori Cultural Centre focuses on the history of Maori culture while Toru Tours' Waka Marae product will include cultural storytelling, entertainment and a traditional hangi, along with a paddle in a traditional canoe.

Awaroa joins Peppers

ABEL Tasman National Park's Awaroa Lodge has joined the Peppers Retreats and Resorts New Zealand stable of properties on the South Island.

WIN A 3-NIGHT STAY AT THE SAROJIN



This week, **TD** is giving one lucky reader the chance to win a 3-night stay at **The Sarojin**, Khao Lak Thailand.

The prize includes 3 nights at The Sarojin, Khao Lak Thailand, all day a la carte breakfast with sparkling wine for two people and airport transfers.

The Sarojin is internationally renowned as one of the finest resort properties in Asia. Designed in a contemporary Asian style and beautifully set on an secluded white sand beach in Khao Lak, the five-star resort boasts 56 deluxe residences set within ten acres of grounds leading directly onto the beachfront.

For your chance to win this great accommodation package, answer correctly four questions featured in **Travel Daily** from Monday to Thursday this week, **plus** answer the final question featured on Friday.

Email your answers by COB on Friday to: sarojin@traveldaily.com.au

Q.3: What is on the plate at the Fiscus restaurant?

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THE SAROJIN
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Travel Daily
First with the news

Choice eyes NZ growth

CHOICE Hotels Australasia (CHA) has announced the addition of its 33rd property in NZ after signing the Copthorne Marlborough to its Quality hotel brand in Blenheim.

GM sales and marketing Aileen Cobern said Choice Hotels, which has the Econo Lodge, Comfort Quality and Clarion brands, has seen six properties join its ranks since this time last year.

The Quality Hotel Marlborough is the first for Choice in the South Island's stunning wine region.

The 100% franchisee group is looking to continue to expand its brand and is "actively looking" for new members in the mid-range market, Cobern told **Travel Daily** at TRENZ yesterday.

She said there's room to ramp up growth of its 2.5- & 3-star Econo Lodge portfolio, saying it's a brand "Choice really wants to grow, and the market is ready."

Cobern said the Econo Lodge brand was well suited towards travelling students and leisure tourists trying to stick to a budget.

New Zealand's west coast is one of the highly desired regions CHA would like to have a presence.

MEANWHILE, Cobern said Choice Hotel's accom options in Christchurch may receive a boost as early as Aug, with The Marque Christchurch - Clarion Collection possibly re-opening during winter.

TNZ misses AirAsia

TOURISM New Zealand says the withdrawal of AirAsia X flights from Kuala Lumpur to Christchurch will leave a significant dent in what was a booming Malaysian inbound market.

Kevin Bowler, TNZ chief executive said the no-frills carrier's services have had a "massive impact" on NZ's performance from Malaysia, doubling the number of visitors from the market.

"We've gone from nearly 20,000 arrivals [from Malaysia] to about 40,000 on the back of the new service," Bowler said at TRENZ.

"It's very sad for us that the service isn't continuing," he said.

AirAsia X launched CHC services in Apr 2011 but due to a network realignment the airline recently confirmed it would suspend its four times weekly NZ flights effective 31 May (**TD** 13 Mar).

D7's network realignment also included the culling of its London and Paris routes.

AKL expecting United by 2013

AUCKLAND Airport is tipping the debut of new North American air services from United Airlines to come online as early as late this year or early 2013.

Speaking with **Travel Daily** at TRENZ 2012, AKL Airport chief executive Simon Moutter said the new United non-stop flights from Houston to Auckland (**TD** 27 May 10) will provide huge opportunities for tourism in NZ.

The route was originally to be operated by Continental Airlines - announced nearly two years ago to the date as the carrier's first 787 *Dreamliner* service - but since then, CO has merged with UA.

Continental had hoped to launch the route by Nov 2011, but 787 delivery delays pushed back the launch date until mid-2012, and now possibly later still.

As a result of the delays, Moutter said UA was "unwilling to fix a date until Boeing gives them a firm delivery date, but they are now speaking more confidently," on the matter.

"They haven't said anything officially for a while, but a launch within the next year is our interpretation of their noise."

Moutter said having United - the world's biggest airline - return to New Zealand "is fantastic, as it will lure frequent flyer members and inflight magazine exposure for Auckland around the globe.

"It's the equivalent of China Southern coming in really," he added.

MEANWHILE, the airport boss described the recent decision by Aerolineas Argentinas to drop services to Australia via Auckland in favour of a direct Buenos Aires-Sydney service (**TD** 30 Mar) as "disappointing".

The carrier will operate thrice weekly direct services from 01 Jul.

Moutter said AR was more of a "traditional" carrier and had found it difficult to make the route work successfully.

"Maybe an airline with a more modern approach might be able to make it work," he suggested.



Air Niugini

AIRLINE CARGO SALES EXECUTIVE (Brisbane based)

Air Niugini, the national airline of Papua New Guinea has a vacancy for a full time airline cargo sales executive to be based in Brisbane. The core responsibilities of the role are to promote the airlines cargo services to key business customers and agents. The successful candidate will manage and develop key relationships and oversee the airlines cargo operations at Brisbane Airport and will have a strong airline background.

KEY REQUIREMENTS:

- Develop and maintain the cargo sales territory incorporating South east Queensland
- Provide periodic sales and marketing intelligence to management
- Promote Air Niugini services to industry and agents
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- Achieve set revenue targets
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- Ability to work under pressure whilst maintaining a professional manner

If you fit these requirements we would very much like to meet you. Please forward your application with detailed resume to: nrodrigo@airniugini.com.pg

ATT: Nalin Rodrigo, Regional Manager – Air Niugini Cargo no later than Friday 25 May 2012. Only short listed applicants will be contacted.

Starwood Exposed



THE annual Starwood Expo began in Sydney yesterday with 450 delegates in attendance to meet with representatives from over 45 properties worldwide.

The event, hosted at the Sheraton on the Park is a way of getting all the participating hoteliers "in one place...and an opportunity for the clients to come and meet the hotels," Starwood's Daniella Tonetto told *Travel Daily*.

Participants this morning also enjoyed a breakfast with Qantas and British Airways, and will next head to Melbourne and for the first time ever, to the Gold Coast at the end of the week.

Hotels from Hawaii, Dubai, China, Malaysia, Singapore, Bali, Mauritius, Vietnam, Thailand, Macau, South Pacific are represented, along with all 13 Starwood properties in Australia.

With new hotels opening on

average every nine days in the Asia Pacific region there are many openings being announced incl the new Four Points Perth from 01 Jun - formerly Citigate Perth.

Globally, Starwood has 1105 hotels in operation and 222 in the Asia Pacific region, with an additional 40 planned to open through the remainder of 2012.

Asia is Starwood's fastest growing region, with over 100 properties in China and nearly another 100 in the pipeline.

Another big focus for the brand is the Sheraton Macau, due to open on 08 Oct and offering 3,863 rooms, making it the largest property in Macau and the largest Starwood hotel in the world.

Pictured above are the hard working Global Sales Office staff, from left, Amanda Frack, Jodie Frakes, Jodie Scott, Kristin Scott, Megan Fleming and Cathy Mangan.



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AC ups its IFE range

AIR Canada has doubled the range of movies available via its in-flight entertainment system, boosting available options to over 600 hours offered on-demand.

AFTA UPDATE

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



LAST night the Federal Treasurer handed down his fifth budget and there is no question that it has not been well received by the travel and tourism industry.

In a nutshell it will cost more to travel as a result of this budget. This is as a result of an \$8 increase in the passenger movement charge (PMC) making the fee now \$55 for each departure. So whether you are a visitor departing, or an Australian departing, your ticket will include a \$55 tax. This is up from the current level of \$47. The new tax is estimated to raise an additional \$120million every year.

In addition, you have to remember that there have been budget cuts to border control meaning longer passenger lines and the introduction of a user-pay system for Federal Police provided at airports, at a cost of \$118 million which will be collected on top of the PMC.

On top of all of this, which already has an impact on travellers and may impact the decisions of people travelling, the promised 1% cut in company tax has been removed.

On the flip side, the inbound tourism industry will benefit from the additional funding from the PMC to promote tourism in Asia. This means an increase in the Tourism Australia budget specifically for marketing in Asia/China. An allocation of \$61 million over four years has been budgeted.

Regarding the payments side of things, some families will benefit from reduced taxes or higher benefit payments, and while these are targeted for specific spending as has occurred in the past, some people may hopefully use these funds to take a holiday.

In all, this budget does not really deliver anything positive for the travel industry, except to say that at least we have not had any new or targeted measures placed upon outbound travel which, given all the pressure over the past year, to do something is pleasing.

There are still some questions about the budget actually passing the parliament, given all the drama that has unfolded with the speaker of the House Peter Slipper and backbench member Craig Thompson.

The opposition will deliver its response on Thursday, and no doubt there are all sorts of debates and discussions to take place this week.

I wish I could be more positive about this budget but so far I am finding it hard to find the good bits.



TAAP bounceback

EXPEDIA says bookings via its Travel Agent Affiliate Program have returned to record levels after the Easter and ANZAC breaks, with TAAP manager Stuart Udy saying transaction levels are more than double the same period last year.

He said that London is also showing good demand, with "still some late takers for the Olympics" and top destinations last week including New York, Paris, Sydney, Las Vegas, Hong Kong, Singapore, Los Angeles and San Francisco.

Europe accounts for 37% of volume, followed by USA at 28%, Oceania 20% and APAC 15%.

Travelplan expo

TRAVELPLAN Ski has announced the dates for its upcoming international ski travel expo, which is in its 25th year.

In 2012, events will be held in Melbourne, Brisbane and Sydney and will include exhibitors from major ski resorts in the USA, Japan, Canada and more.

It will take place in Melbourne Fri 31 May 5pm-9pm at the MCEC; Brisbane Sat 02 Jun 10am-3pm at the Brisbane Event and Exhibition Centre; and in Sydney on Sun 03 Jun 11am-4pm at the National Maritime Museum.

Australian-owned Travelplan Ski is the world's largest ski holiday operator to Aspen in Colorado.

Wednesday 9th May 2012

Phuket Crowne Plaza

INTERCONTINENTAL Hotels Group has announced the opening of the new Crowne Plaza Phuket Panwa Beach Resort - the brand's first resort-hotel in the region and its second property in Thailand.

The new property has 224 guestrooms, each with a separate bathroom and private balcony, plus there's a Thann spa, and meeting and event facilities.

Opening rates lead in at A\$100+ per night including breakfast and internet access - 1800 669 562.

\$5m SiteMinder funds

HOTEL distribution system SiteMinder has received \$5m in funding from Bailador Investment Management, which will be used to accelerate its global rollout.

SiteMinder md Mike Ford said the company now generates more than \$2 billion in reservation revenue annually via its network of 6000 properties, and the additional capital will help it build on its European presence which already includes a London office opened in 2010.

Korean/WestJet code

CANADIAN carrier WestJet has requested rights from the US Dept of Transportation to launch new codeshare services with Korean Air on transborder flights.

WestJet is seeking to allow the KE code on its metal between Los Angeles and Calgary, Vancouver & Edmonton; Las Vegas to Calgary & Vancouver; San Francisco and Calgary & Vancouver; and Honolulu to Vancouver.

Renault mid year deal

RENAULT Eurodrive is promoting a Mid Year Special including 7 free days, 50% delivery discounts, a \$150 fuel rebate on selected models and more - 1300 55 11 60.

TCF reinstatement

CHALLENGE Travel Services (ABN: 57 121 247 274) from Glenroy in Vic has yesterday been reinstated into the Travel Compensation Fund after it was initially suspended earlier in 2012.

New W for Dubai

W HOTELS Worldwide has announced a new property on the Palm Jumeirah in Dubai.

The W Dubai is set to debut in 2016 with 283 rooms including 102 suites, five WOW suites and two Extreme WOW suites.

BA, QF and Starwood BFFs



QANTAS and its oneworld partner British Airways this morning combined with Starwood Hotels to host a breakfast at Sydney's Westin Hotel to update 230 trade partners on the airlines' Joint Services Agreement and the fast expanding Starwood brand.

Operating for the past 15 years, the JSA offers daily services ex-SYD and MEL to SIN, BKK & HKG with BA arriving at the new T5 terminal at LHR, while Qantas serves T3.

Neil Ager, British Airways Regional Commercial Manager South West Pacific said LHR T5 was recently voted best terminal in the world in the Skytrax 2012 survey, and has 96 self-serve kiosks for boarding passes and seat assignment, eliminating large queues at check in counters.

It also features 60 top end stores and a #*\$#! Gordon Ramsay food outlet.

Peter Collins, NSW Regional General Manager said the QF/BA

tie-up means pax can make fast connections to over 90 destinations in the UK and Europe, with T3 to T5 transfers only taking 20 minutes.

He pointed out that QF also has a daily flight to Frankfurt ex-SYD.

Starwood Hotels and Resorts were there in force at the breakfast with reps from across Asia/Pacific and the USA, including Hawaii (see p5).

The breakfast ended with some lucky agents winning places on an exclusive faml to London with QF and BA later this year, including Matthew Inman of Maxims Travel; Zack Underwood, Fcm; Karen Shen, Ananda Travel; Paul Cooley, Flight Centre; Max Alder King, Renaissance Tours; Charlene Vererka, American Express Travel; and Adrienne Witteman, Trendsetter Travel.

Pictured above at this morning's event are Peter Collins from Qantas, Starwood regional director of global sales, Megan Fleming; and BA's Neil Ager.

TRAFALGAR

GROUPS MANAGER – Sydney

A unique opportunity exists to join the worlds leading operator of guided holidays. As Groups Manager, you would manage all aspects of group operations and support our distribution partners. Additionally you would work closely with the group sales department to develop dynamic itineraries and maintain all aspects of the tour operations

Responsibilities:

- Plan, promote & develop our product range
- Manage the groups operations team in Australia
- Provide excellence in customer service
- Work closely with global operations team

Applicants must have a min three years consulting experience preferably within a groups department. Prior knowledge & experience selling Trafalgar is preferable however not essential. A good eye for detail, eager to achieve sales & customer service focus are essential to be successful in this role.

For more information & to apply, log onto our recruitment website:
<http://recruitment.travelcorporation.com.au>



<http://recruitment.travelcorporation.com.au>

DRIVEN BY SERVICE



MAIN BEACH TRAVEL

INTERNATIONAL RETAIL TRAVEL CONSULTANT

Main Beach Travel is a multi-award winning Virtuoso Agency located in Tedder Ave, Main Beach, on Queensland's Gold Coast.

The Agency maintains a boutique approach to arranging travel, offering the services of highly qualified, experienced consultants to VIP and corporate clients who expect prompt attention and outstanding service.

Applicants must possess the following –

- A minimum of 5 years experience covering planning of tailor made packages including air, rail, hotel, sightseeing, cruises
- Experience with Amadeus and Tramada and thorough and extensive product knowledge
- Exemplary personal presentation and customer service skills
- Professional level of ability in respect of written and verbal communication and relationship building with both clients and suppliers
- Great attention to detail, tenacity and a strong sense of urgency

Please forward your application to Mandy Dwyer,
Owner-Main Beach Travel - mandy@mainbeachtravel.com.au

Accor fires the tough questions at trivia

Wednesday 9th May 2012



ABOVE: Nadia Williams was a major prize-winner and proudly shows off her two Premium Economy tickets to Guangzhou and five nights at the Sofitel Sunrich.



ABOVE: The Showbiz Team were enjoying themselves, even if they didn't have all the answers. Seated from left are Kerry Willard from Accor; Adam Marshall, Liana Prout, Yvette Myhill, Kris Phadungkiaipong from Showbiz and Hannah Burns, Accor.

BELOW: Major prize winner Nadia Williams being presented with her prize by Bill Bryant from China Southern Airlines.

tested even the biggest kids.

China Southern provided a return ticket to Guangzhou for two, and a 5-night stay at the swanky Sofitel Guangzhou Sunrich, with a host of excellent prizes offered by Europcar and Accor Hotels in NSW and Qld.

The question on everybody's lips at the end of the evening was...when was the next intellectual showdown?

Always with the inside word, **Travel Daily** understands a Brisbane bare-foot lawn bowling event is in the works.



ABOVE: Al Laird from CTM; David Penney, Mercure Hotel Harbourside; Joanne Morrow, Accor and Ben Wheeler from CTM.

RIGHT: Melissa Ng, BDM Mercure Sydney Airport; Yvonne Jenkins, Business Events Sydney; Marc Gold, BDM Novotel Manly and Brad Carter, BDM Novotel Wollongong.



ABOVE: Proof that Play-Doh isn't just for kids is in the smiles of the Top 3 Finalist from the "Play-Doh mascot challenge". From left is winner Elinor Lascelles, American Express Moves Travel; Natalie MsOscar, Flight Centre Circular Quay and Leisha Aiken, American Express.

BELOW: The Team from Stage and Screen Travel; Tracy Houston, Christie Mitchell, Cassie Collyer, Andrew Farqar, Phil Paull and Nerida Meakin from Accor.



ABOVE: 'The Cunning Stunts' team from Corporate Travel Management: Lesieli Fatai, Cherie Drummond, Alison Ani, Yonas Suliso, Jodie Cartmer, Brad Smith, Al Laird, Ben Wheeler, Andrea Moro - Accor and Grace Lassig.

BELOW: The Flaming Pink Flamingos from Corporate Traveller: Renee Nicholson (holding what may be a pink flamingo), Josh Halligan & Brett Thomson.



RIGHT: BCD Travel with event Gold Sponsors Europcar: Zahabiya Doctor, Sandra Merlo, Tuan Chung, Aaron Myers & Phillip Patterson.



Merlin loves its mums

MUMS can get in for free to any of Merlin Entertainments Sydney attractions, including the new Madame Tussauds, this Mothers Day, with another paying customer.

DNSW “loves every second”



DESTINATION NSW last night unveiled its biggest and most expensive marketing blitz ever with the theme “Love Every Second in Sydney,” designed to lure visitors to the harbour city during the winter months.

The campaign’s key message will highlight the city’s dining, arts & culture, shopping & fashion including signature events such as VIVID, the Sydney Biennale and world-first musicals such as “An Officer and a Gentleman” with striking billboard imagery on buses, trams & airports in the key markets of Melbourne, Brisbane, Gold Coast & Auckland. “We’ve got to be bold, inspiring, captivating, compelling and do things differently if Sydney is to remain Australia’s premiere tourist destination”, said

Destination NSW Sandra Chipchase, at the launch, held at the Museum of Contemporary Arts in The Rocks.

“We’re sending a clear message - look out, be afraid, NSW is fighting back,” Chipchase said.

NSW Tourism Minister George Souris agreed, adding “In a unique departure from the past, this new campaign has a major digital & social media component where people can share images of their favourite Sydney events, places and experiences in strategic advertising placements.”

He said the campaign will be the first time consumer-generated content will be uploaded on to some of the big outdoor sites in the key interstate & Kiwi markets and will utilise high impact, high quality visual imagery & billboard advertising in prominent CBD locations & very strong digital & social media focus.

Souris added “The images will literally turn heads.”

Chipchase agreed with the bold, ambitious declaration and when quizzed by **TD** how much the campaign is costing, added “I can’t say, except that it’s worth every cent.”

Sandra is **pictured** above at the launch, flanked by BridgeClimb md Richard Evans and a jovial ATEC Chairman John King.

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 fares 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.7: Which Hawaiian Island is also known as Hawai‘i’s Island of Discovery?

Hint! Visit www.hawaiiitourism.com.au/traveltrade

Click here for more information



American int’l boost

BANKRUPT carrier American Airlines is looking to emerge from financial restrictions imposed under its Chapter 11 sanctions by increasing its int’l operations from the current 38% of its network to 44%, as well as boosting its US codeshares to enable it to focus on the more profitable int’l routes.

Parent company AMR is looking to generate US\$3b through cost cutting by 2017 through a number of revenue improvement plans.

Such strategies include adopting large regional jets and smaller narrow-body aircraft such as the Airbus A319 to improve average load factors and maximise yield.

EK expands Dublin

EMIRATES says the “phenomenal performance” of its new direct flights between Dubai and Dublin in Ireland has seen a 360-seat 777-300ER placed on the route, replacing the previous A330-200.

Eva Air orders 777s

TAIWANESE carrier Eva Air has finalised an order with Boeing for three new 777-300ER aircraft, plus purchase rights for an additional four planes.

EVA will also lease a further four 777s from GE Capital, with the moves lifting its total 777 fleet from the current 15 to 22.

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

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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BE AN EXPERT IN YOUR FIELD FARES AND TICKETING SPECIALIST SYDNEY – SALARY PACKAGE TO \$65K

One of the leading recognized brands in the travel industry require a fares and ticketing expert to join them in their head office based in the Sydney CBD. You will be the go to person for consultants who have a query in relation to any airfares and ticketing enquiries. You will come from a strong background in a similar field. A massive salary of up to \$60k plus super plus benefits is on offer to the successful candidate.

WORK CLOSE TO HOME-INNER WEST CORPORATE CONSULTANT SYDNEY – SALARY PACKAGE \$55K

This small boutique agency based on the city fringe requires an experienced travel consultant to join their close knit team. You will be servicing long term clients of this agency with their business travel needs. You will be working Mon to Fri and located close to public transport or parking close by is also available. You will have at least 2-3 years industry experience and have used Gal, Sabre or Amadeus.

PREFER THE EXCITEMENT OF GROUPS? GROUP WHOLESALE RESERVATIONS CONSULTANT MELBOURNE (SOUTH EAST) – SALARY PACKAGE TO \$50K

We have a new and exciting role for an experienced group’s consultant. Working with a well known brand this group reservations role will see you booking group travel using a 5 star product to worldwide destinations such as China, Europe and Canada. If you possess strong attention to detail and have a minimum of 3 years groups consulting experience we want to hear from you! Monday – Friday Business Hours only

BENEFIT FROM BOUTIQUE CORPORATE TRAVEL CONSULTANT PERTH (NOR) – SALARY PACKAGE TO \$62K (DOE)

Perth its time to get excited for your next role! We have an amazing new opportunity for an experienced consultant who it wanting to make the move to corporate! This boutique corporate agencies is one of the most successful independent stores in Perth, and is looking for their next go get getter! All that’s required is a minimum of 2 yrs experience and great attitude! Working M – F business hours you will love this role!

BECOME A TRAVEL SPECIALIST AFRICA / INDIA TRAVEL SPECIALIST MELBOURNE (INNER) – SALARY PACKAGE TO \$55K

This is one of the most sought after roles in Melbourne. Working with a luxury product you will be responsible for arranging travel to some of the most remote places in Africa and India. Using your personal East Africa travelling experience and consulting experience you will be offered amazing famils and a high base salary! Sell the destination you are passionate about daily! Prev East Africa consulting and Travel exp req.

JOIN THE ONLINE CRAZE – BACK OFFICE BEAUTY CUSTOMER SERVICE CONSULTANT MELBOURNE (INNER) – SALARY PACKAGE TO \$60K (OTE)

Move with the times and start your career in online consulting! Located close to the CBD this large online agency is looking for experienced Galileo consultants to join their customer service team. You will service enquiries that come through the online system, from flight changes to special requests and all without the face to face hassle! Working a variety of shifts you will love your new role! Apply today!

WANT TO EARN THE BIG BUCKS? CORPORATE TRAVEL CONSULTANTS BRISBANE CBD – \$80K OTE

Sick of working for the minimum wage? Wish your pay packet reflected the amount of hard work you do each day? Well this role is for you! Based in CBD this leading travel management company is looking for experienced travel consultants to join their corporate teams. You’ll book international and domestic arrangements for business clients and get paid for the hard work you do. A min 2 years travel consulting experience is a must along with strong GDS skills and fares knowledge.

REGAIN CONTROL OF YOUR WEEKENDS RETAIL TRAVEL CONSULTANT BRISBANE CBD – UP TO \$50K PKG

Love selling leisure travel but want to get your weekends back? Then this is your chance! Located in CBD this boutique retail agency is looking for a five star travel consultant to join them. You will sell a range of international destinations whilst handling the needs of the discerning traveler. You’ll earn a strong set salary along with having access to great bonuses including incentives, famils and top training. Sound too good to be true? It’s not. Apply today to find out more.



BECOME AN AA TEMP TODAY & ENJOY TOP TEMP BENEFITS

Best industry rates; paid weekly
Referral vouchers
Temp to Perm opportunities

Temp of the Month/Annual rewards
Flexible working hours/days
Full conversion training where required

TRAVEL - ACCOUNTS PAYABLE - TEMP ROLE
HIGH VOLUME - FAST PACED FINANCE DEPARTMENT
NORTH SYDNEY – TOP \$\$\$ HOURLY RATE & BENEFITS

Our client based in North Sydney is looking for a skilled, qualified and trained Travel Accounts Clerk to work in the travel department of this large conglomerate. You will ideally have worked with Calypso and adept in Excel combined with the ability to process large volume invoices where your typing skills are exemplary and your accuracy is 100%. You are an extremely strong team player and you are available to start work ASAP and can work full time, Monday to Friday. Temp rewards and incentives on offer! Get in quick!

GROUP TRAVEL CONSULTANT- LARGE GROUP
LEADING EVENT COMPANY - TEMP ROLE.
NORTH SYDNEY – TOP \$\$\$ HOURLY RATE & BENEFITS

Wouldn't you just love to work for a leading events company? Our specialist client is looking for an outstanding travel temp to hit the ground running to begin working on a large group travelling overseas. You will be highly proficient in both Galileo and Event Pro. Temp roles starts ASAP working Monday to Friday however there will be lots of overtime so your flexible nature and adaptability is required. Great hourly rate on offer DOE! Wages are paid weekly and you will go into the draw for temp rewards!

CORPORATE TRAVEL CONSULTANT REQUIRED
CORPORATE TRAVEL CONSULTANT

MELBOURNE (INNER) – TOP \$\$\$ HOURLY RATE & BENEFITS
We have a hot new temp role in Melbourne for an experienced Amadeus consultant! Working with a corporate team you will be responsible for booking corporate arrangements from Flights to hotels to car hire using the Amadeus Native system and Tramada for the back office! You will be rewarded with a high hourly rate and the flexibility to work around the hours you need! Located close to the CBD this role is not to be missed! All that required is a minimum of 2 years recent corporate experience! Due to start 9th June!

GALILEO WHIZZ WANTED
TRAVEL CONSULTANT

MELBOURNE (CBD) –TOP \$\$\$ HOURLY RATE & BENEFITS
Are you an experienced Galileo consultant? We have a hot new role on in Melbourne. This role is due to start ASAP and will see you working within a corporate leisure team in Melbourne's CBD, arranging leisure holidays for repeat corporate clients using Galileo. If you have a minimum of 2 years industry experience and you are sick of the same old itineraries everyday, why not add some spice to your life and start temping for AA Appointments! Experience like this looks fantastic on your CV, So don't delay apply today!

TEMPTING TOWNSVILLE
RETAIL TRAVEL CONSULTANT

TOWNSVILLE – TOP \$\$\$ HOURLY RATE & BENEFITS
We urgently need an experienced retail travel consultant to assist a leading travel agency in Townsville. A strong hourly rate will be on offer along with the possibility of temp to perm or ongoing temp work. Your previous experience as a retail travel consultant will be crucial in handling the range of enquires you'll receive in this office. Galileo skills are highly desirable. As a travel temp you'll earn a weekly pay cheque and have the flexibility you need in your working week. Call us now if you are in Townsville and can start temping tomorrow!

WANT A WHOLE LOT OF FUN IN YOUR DAY?
WHOLESALE TRAVEL TEMPS

BRISBANE CBD – T TOP \$\$\$ HOURLY RATE & BENEFITS
Want to enjoy a few laughs in your working day and be amongst a fun bunch of people? Well then this temp assignment is for you. This leading wholesaler needs experienced travel consultants with strong NATIVE CALYPSO skills to assist them on an ongoing basis. Let us know what days and hours you can work and we will fill it for you. As a travel temp with AA you will need to have a positive attitude and won't be scared of a little hard work.
Apply today to find out more!

CONTACT AUSTRALIA'S MOST EXPERIENCED TEMP RECRUITMENT TEAM

Anita Nunnari
NSW & ACT
Ph: 02 9231 6377

Carmen Pugh
QLD & NT
Ph: 07 3229 9600

Krystle Egginton
VIC, WA & SA
Ph: 03 9670 2577

temps@aaappointments.com.au carmen@aaappointments.com.au meltemps@aaappointments.com.au

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New Travel Job Vacancies - 9 May 2012

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Join us on LinkedIn



Account Manager - Travel Technology

- ▶ **Innovative Global Company**
- ▶ Sydney CBD, state of the art offices
- ▶ Salary to \$95K inc OTE

The time is now to join one of the world's leaders in Travel Technology. Work with a company that is connected to almost all the major players in every market you can imagine!

Call or [email Ben Carnegie](#) for more details

Sales Representatives - Adventure Wholesale

- ▶ **Positions in Sydney and Melbourne**
- ▶ Unique products, exciting destinations
- ▶ Salary to \$55K + super + bonuses

As specialists' in their field of Adventure Travel, it takes someone special to really take ownership of these roles. Spend your time out on the open road, promoting their unique tours to agents.

Call or [email Ben Carnegie](#) for more details

Multi Skilled Corporate Consultant - Nth Syd

- ▶ **This company offer Reward, Recognition & \$\$\$**
- ▶ Real opportunity for development and progression
- ▶ Salary up to \$65K OTE

Work on large accounts in a fun & social team environment. Ambitious and driven people who want to develop, progress to management and earn top \$\$\$ should apply!

Call or [email Kelly Wellmore](#) for more details

Domestic Corporate Travel Consultant

- ▶ **Award winning SME agency, Sydney**
- ▶ Strong team and great work environment
- ▶ Salary up to \$50K + super

A highly regarded small-medium Australian owned agency who provide progression and believe in training and advancement. This role will open many doors for you!

Call or [email Sandra Chiles](#) for more details

Senior Cruise Consultant - Sydney Inner West

- ▶ **High end clientele & escorted groups**
- ▶ Monday to Friday - No weekends!
- ▶ Salary up to \$52K neg + super

This is a rarely offered opportunity to work within this multi award winning travel agency who specialise in cruise travel and escorted group cruise tours. Superior CRS skills required.

Call or [email Sandra Chiles](#) for more details

Kristi's Top Job Domestic Corporate Consultant



Kristi Gomm

- ▶ Sydney Eastern Suburbs
- ▶ Boutique stable company
- ▶ Salary up to \$55K + super

Our client is a well established corporate travel agency who enjoy arranging high end, intricate itineraries for their loyal client portfolio.

You will be servicing a dedicated portfolio of clients travelling domestically with the opportunity to be up-skilled to international down the track. As part of a small team you will be exposed to all facets of the corporate world and will find your skill set increase significantly faster than it would in a larger company.

This office uses Galileo & Tramada but is happy to cross train. Strong airfares knowledge as well as previous experience working in a corporate travel environment is a must.

Call or [email Kristi Gomm](#) for more details

Leisure Consultant - Perth

- ▶ **Thriving shopping centre location**
- ▶ South Perth location
- ▶ Salary up to \$45K + incentives + super DOE

Join this well established boutique retail agency and be part of a well travelled and busy team that prides itself on their travel knowledge and high service levels.

Call or [email Kristi Gomm](#) for more details

Marketing Executive - Sydney

- ▶ **Sydney CBD based role**
- ▶ Unique travel wholesaler
- ▶ Salary from \$50K + super

This Marketing Executive role requires someone with a high level of attention to detail and systems experience using InDesign & Photoshop. Fantastic employee benefits.

Call or [email Ben Carnegie](#) for more details