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Thursday 10th May 2012

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Oil price slams SQ

SINGAPORE Airlines this morning reported a 69% slump in full year profit, with an overall result of SG\$336m for 2011-12.

Group revenue rose 2% or \$333m to \$14.86b with passenger numbers up 3.6%, but there was a 29% increase in fuel costs and the weak global economy also contributed to lower yields.

The fourth quarter was particularly difficult, with SQ reporting an operating loss of \$5m for the three months, compared to a \$166m profit for the corresponding previous period.

Looking forward, Singapore Airlines said that "promotional activities necessitated by intense competition amongst airlines are expected to place downward pressure on passenger yields".

EK/flydubai seek ACCC OK

EMIRATES and its low-cost sister carrier flydubai have requested ACCC authorisation for an Affiliation Agreement which will see "an extensive range of cooperative programs and coordinated activities", *Travel Daily* can exclusively reveal.

The application envisages that the carriers will jointly conduct marketing and advertising, offer interline and codeshare products, share revenue and provide frequent flyer rewards schemes.

Both airlines are ultimately owned by the Dubai government but the structure does not neatly fit within the definition of the Australian Competition and Consumer Act, meaning that ACCC clearance is being requested "to obtain legal certainty".

The carriers are seeking interim authorisation to "enable the joint deployment, planning, marketing and sale of the new services to commence as soon as possible".

The pact will allow EK to offer a "seamless series of connections from Australia via Dubai to a greater number of destinations in the Middle East, Africa, Europe and Asia" by purchasing a single fare in Australia from Emirates, rather than two separate tickets.

Submissions on the application are due by 24 May 2012 to adjudication@accc.gov.au.

Virgin/Skywest tick

THE Australian Competition and Consumer Commission says that the formal five-year approval of a Corporate Alliance between Virgin Australia and Skywest (*TD* breaking news) will boost competition and potentially lower prices for clients.

The deal, which received an interim OK in Jan, "is likely to result in public benefits such as enhanced products and services available to corporate customers," according to ACCC chairman Rod Sims.

It will allow the airlines to offer bundled air passenger transport services to corporate customers seeking an integrated suite of charter, domestic and international air services.

Sims said it would allow better competition from the airlines "in competition with Qantas and its affiliates".

Etihad winners

CONSOLIDATED Travel has named Travella Travel and The Travel Company from NSW as the week five winners in its Etihad promotion - details on **last page**.

Six pages of news

Travel Daily today has six pages of news and photos, plus full pages from: (**click**)

- TMS Asia Pacific jobs
- AA Appointments jobs
- Travel Trade Recruitment
- Consolidated Travel



Your Invitation to the Travelport Roadshow

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ACTE appointment

THE Association of Corporate Travel Executives has announced that Andrew Kelly is the new Regional Director for the organisation's newly formed Australasia region.

Kelly's career includes roles with both Qantas and Virgin Australia and in his new position he can be contacted on akelly@acte.org.

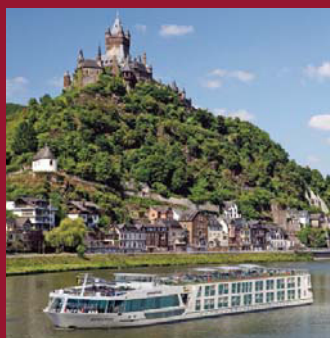
MEANWHILE, American Express Global Business Travel has appointed David Reimer to the role of Vice-President and General Manager of Japan, Asia and Pacific.

He's been with Amex since 1998 and has held roles in a range of business units including Global Merchant Services and Foreign Exchange Services.

More appointments on **page 5**.

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P&O Royal inspection

HER Royal Highness Princess Anne is to review P&O Cruises World Cruising UK-based seven ship fleet on 03 Jul 2012 for P&O's 'Grand Event' being held for the Queen's Diamond Jubilee. Princess Anne will join guests on *Oriana* for a reception & conduct the ship review from *THV Patricia*.

DRW pilot workshop

THE Civil Aviation Safety Authority will next week hold a workshop in Darwin as part of a national air safety campaign to improve pilot skills.

The event will cover human factors in aviation and online aviation resources, with local pilots urged to register to attend at www.casa.gov.au/avsafety.

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Toga saddles up in Sydney

TOGA Hotels is to build a new apartment hotel inside Sydney's Royal Randwick Racecourse.

Consisting of 170 self serviced rooms, it will be known as Adina Apartment Hotel Royal Randwick Racecourse and construction will begin later this year, with the Group anticipating it to be ready to open its doors and welcome its first guests in early 2014.

The hotel will offer 120 one bedroom apartments, 45 studio apartments, five 2 bedroom apartments, 10 conference and function spaces, pool and restaurant.

At a trackside press conference this morning, NSW Tourism Minister George Souris described it as a bold, inspiring initiative by Toga Hotels and the Australian Turf Club, and will do a great deal to boost tourism to the state.

"It's the first hotel in the world to be built inside a racecourse,

and the trackside apartments will provide unprecedented views of the "Winning Post" and all the action of the races," said Souris.

"This hotel has been purpose built so that punters can soak up the atmosphere of the 'sport of kings' in state-of-the-art facilities," said Rachel Argaman, CEO Toga Hotels.

She said the new property will offer a premier location advantage for guests seeking to stay amongst Sydney's racing heartland, yet within close proximity to Sydney's CBD, the eastern suburbs beaches, Sydney Football Stadium, Cricket Ground and Fox Studios.

Toga Hospitality would not disclose the actual cost of the newbuild hotel.

JQ A330 engine issue

JETSTAR's A330 service from Honolulu to Sydney with 284 pax and 12 crew on board needed to divert to Nadi "as a precaution" on Fri as a result of an issue with one of the aircraft's two engines.

A Jetstar spokesman told **TD** the flight landed safely and pax were provided overnight accom in Nadi and transferred to an alternate JQ flight the next day, and provided with vouchers for future travel.

Exp Tkt China edition

EXPRESS Ticketing has rolled out a Chinese language version of its Express Fares and Express Ticketing platforms, available to its Select Travel Group members.

The group said having a multi-lingual option for Chinese-speaking agents will aid consultants new to the travel business, and enable them to share on-screen info with customers during the sale process.

Orient Express Travel Group exec gm Ari Magoutis said along with making processes different, it highlights "the 'we speak your language' mantra of the Select Travel Group."

Best available Choice

CHOICE Hotels Australasia says it's "tackling the online hotel booking environment head on" with the launch of a Best Internet Rate Guarantee on its website at www.choicehotels.com.au.

If guests find a lower rate online Choice will match the rate and throw in the first night free.

Superjet lost in Asia

THE wreckage of a Russian Sukhoi Superjet 100 has been located with no sign of survivors after vanishing from radar screens in Indonesia yesterday.

The jet was on a demonstration flight with 48 guests and crew on-board, as part of a six-city 'Asian Roadshow' that had already included visits to Burma, Pakistan and Kazakhstan.

SKIMAX AGENT EXPO EVENING

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Star Alliance Meetings Plus push

THE Star Alliance has for the first time ever formally applied for authorisation of its Meetings Plus Program in Australia, as well as for the renewal of its existing Corporate Plus and Conventions Plus products, **TD** can reveal.

The Programs enable corporate

customers and conference organisers in Australia "to access competitive fares and discounts across all of the Applicants' highly complementary networks with just one negotiation, one point of contact and one contract to administer".

According to an ACCC application lodged this week, the programs allow the Star Alliance members "to compete more effectively with Qantas and Virgin Australia and provide an important constraint on Qantas' dominant position in the business travel sector".

Meetings Plus and Conventions Plus target group travel, with Meetings Plus providing discounts for travel to corporate meetings that are organised through professional travel managers.

TCF terminations

THE Travel Compensation Fund yesterday advised of the voluntary termination of a number of agencies including the Stella Travel-owned Harvey World Travel Belconnen (ABN 84 003 237 296) which has been sold.

In addition, the agency formerly trading as HWT North Lakes in Qld (ABN 76 085 916 445) which has closed, along with Travelworld Penrith (ABN 95 087 231 954).

Wholesale Travel Call Centre Manager [Sydney Based]

Due to the growth and success of our wholesale operation we are seeking to maximise productivity from our wholesale teams, and require a dedicated manager to lead this operation.

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 Applications close Friday 25 May 2012



TRENZ returns to AKL

THE 2013 Tourism Rendezvous New Zealand (TRENZ) showcase will be held in Auckland, moving back to the NZ north island after two years in Queenstown.

The event will take place 21-24 Apr 2013, utilising venues and infrastructure created for last year's Rugby World Cup.

BCD Travel to Perth

CORPORATE travel management firm BCD Travel has announced today it will expand to Western Australia with a new Perth CBD office, to be opened on 30 Jul.

The office will serve BCD's ever-increasing client base in WA, led by the natural resources sector.

AA 777/767 upgrades

AMERICAN Airlines is to retrofit its fleet of 777-200ERs with fully lie-flat Business Class seats with aisle access, international wi-fi, in-seat IFE across all cabins and Main Cabin Extra seating.

It will also enhance its 767-300ERs with lie-flat Business Class and Main Cabin Extra seating, as part of its decision to invest in its international widebody aircraft.

The 777s are planned to fly mid-to long-haul int'l markets in Europe, Asia and South America, while the 767s will operate to existing markets.

Work on the redesign is slated to begin in early 2014.

TA push SilkAir flights

TOURISM Australia, Singapore Airlines and Tourism NT have launched a joint online campaign in the UK to promote Silk Air's new Singapore-Darwin flights.

Fares start at £755 (AU\$1,211).

Window Seat

OFFICIALS at Dalian Airport in China recently devised a unique way to keep 30,000 passengers entertained during mass flight delays due to thick fog recently.

Several hordes of young cheerleaders, were hastily arranged to dance for the crowds at the airport, official media in Beijing are reporting.

AIRLINES appear to be stepping up to the challenge of providing their creatively-demanding frequent flyers with all sorts of offers and experiences to suit every possible taste.

A recent study by airline consulting firm Ideaworks has looked at the frequent flyer programs of more than 150 airlines and found some of the weirder and wonderful rewards on offer to discerning earners and burners.

How about a leather vest autographed by George Clooney, or perhaps a dog-sled adventure from Latvian airline AirBaltic for 13,754 points?

Or maybe one can be tempted with a regular supply of socks?

BY DEFINITION, doesn't a theme park generally need a theme?

Apparently not at Yangrenjie, or Foreigners Street, located in Chongqing in China, which boasts China's largest public toilet housed within faux-Romanesque architecture and a medieval church next to an imitation of San Francisco's famously twisty Lombard Street.

Perhaps the park could be called Imitation Land.

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S. Africa interest up

SOUTH African Airways says it is seeing increasing interest from the Australian market in Africa as a recreational, MICE and business tourism destination over the past few months.

Country mgr Australasia Tim Clyde-Smith made the remark ahead of the kick-off of this year's South African travel trade expo INDABA which operates from 12 to 15 May, in Durban.

Starwood China GDS

PEGASUS Solutions has teamed with China's state-owned GDS TravelSky Technology to open up inventory for bookings in China at 1,000 Starwood Hotels & Resorts across nine hotel brands.

The deal also enables 7,000 travel agents in China to access around 100,000 hotels globally.

"TravelSky, often referred to as the fifth GDS, has gone global from a hospitality perspective," said Pegasus Solutions exec vp corporate business development Steve Lapekas.

TI Kitchen Rules coup

TRAVEL Indochina is offering a new exclusive 11-day culinary itinerary through Vietnam, to be escorted by former *My Kitchen Rules* contestants, Emily Cheung and Scott Bradshaw.

Highlights of the 28 Oct 2012 trip include a visit to Hanoi's 'Food Alley', dinner with a local family to learn about authentic home-style Vietnamese cooking.

The trip visits Hanoi, Hue, Hoi An and Saigon and is priced at \$2,890ppts - (02) 8229 4764.

JQ's 8th Birthday sale

JETSTAR has commenced phase 2 of its birthday sale, valid across its domestic & int'l network.

'Starter Fares' begin at \$39 on a range of domestic routes, including Melbourne Avalon to Sydney, or \$149 between both Melbourne and Sydney to Queenstown.

The Birthday Sale runs until 14 May and covers select travel periods from now until 12 Dec.

Dollar record profit

DOLLAR Thrifty Automotive Group has reported its highest first quarter profit on record, with net income for the three months to 31 Mar 2012 of US\$40.4m.

Vehicle rental revenues were up \$US7m to US\$339.1m.

Top achievers in the UAE



THIS lucky group of top achieving Flight Centre agents recently enjoyed a lavish experience in Abu Dhabi and Dubai courtesy of Virgin Australia and Jumeirah Hotels & Resorts.

The trip included a visit to the exclusive Burj Al Arab Hotel, and **pictured** enjoying some bubbly are, from left: Kelly Little, Corporate Traveller Brisbane; Annette Lizoguboff, Corporate Traveller Gold Coast; Tim Gill, Flight Centre Martin Place; Lindy Monteith, Flight Centre Townsville; Elena Davis, Corporate Traveller Brisbane; Lisa Knight, Flight Centre Gympie; Teree George, Jumeirah Hotels & Resorts; Neil Robertson, Virgin Australia; Simon Hutton,

Corporate Traveller Brisbane; Bronwyn Towers, Flight Centre Miranda; Natasha Preece, Travel Club Getaways Geelong; and Julene Montgomery, Cruiseabout Indoorsopilly.

Etihad/Airberlin deal

ETIHAD has lodged an ACCC application for authorisation of a Commercial Co-Operation Agreement and Codeshare Agreement with Airberlin.

The proposed alliance will cover air passenger services between Germany and Australia via Abu Dhabi, with the carriers seeking approval to cooperate on pricing, marketing, distribution, sales representation and scheduling.

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Name Scoot's planes

SCOOT is inviting the public to name its first two B777 aircraft in an innovative startup competition for the fledgling carrier, set to begin flights to Australia from Jun.

Two names "exuding Scootitude" will be chosen, with each winner receiving two tickets to travel on the jet bearing their chosen name.

To enter, visit the carrier's Facebook page - on.fb.me/flyscoot.

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.4: How many champagne glasses are in the Sarojin suite?

[Click here for terms & conditions](#)



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JQ targets Hainan

JETSTAR is working with the Hainan Provincial Government to promote JQ Asia's four times weekly Singapore-Haikou service as a one-stop service ex Perth to China's "Hawaii of the East".

Acting ceo of JQ Asia Paul Daff said the link would capitalise "on huge opportunities" from China.

APT culinary honour

CULINARY organisation La Chaine des Rotisseurs has inducted APT-AmaWaterways, with all ten of APT's European riverships now the only river cruise members of the group.

APT gm marketing Deb Fox, said the accolade "really lifts the image of river cruise dining," and is testament to the APT fleet's executive chef, Primus Perchtold.

One of the tasty highlights on the *Aria* and *Concerto* ships is the onboard hot bread bakeries.

Heathrow strikes

IMMIGRATION officials at London Heathrow will today add insult to injury by walking off the job as part of a 24-hour strike in protest against pension reforms by the UK Government (**TD** Fri).

British Airways have advised they will continue to operate normally during the protests.

United holding steady

UNITED Continental Holdings has reported modest increases in its load factors for Apr, reporting a 2.4% year-on-year increase across its network.



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.

Wolgan Valley Resort & Spa has welcomed **Morag Ritchie** as the new Sales Director of the carbon-neutral property. Specialising in the luxury travel market, Morag most recently served in a similar role for Hayman Island and also brings experience with the Banyan Tree Hotels group.

Georg Ruebensal has been appointed as Expedia's new Managing Director for Australia & New Zealand. Georg was part of the initial launch team for Expedia in Australia and has worked his way through the ranks, most recently holding the position of Director of Operations.

Etihad Airways has promoted **Kirk Albrow** as its new General Manager for Thailand. Kirk has been with Etihad since 2004 in a number of senior commercial roles, including Regional General Manager for Asia-Pacific and for Europe and the Americas.

Former Tourism Fiji ceo, **Jo Tuamoto** has been appointed to the role of General Manager - South Pacific at **PMA Communications Group**.

Margi Jansma has become the new Australian representative for the **Cape Royale Luxury Hotel & Spa** in Cape Town. Margi brings over 15 years of industry experience to the role, formerly working with IHG.

Travelport would like to introduce **Michael Franklin** as its new Account Manager for New Zealand, who has been tasked with continue to grow the firm's relationships with its travel agent customers. Michael comes to the technology firm bringing recent experience with Malaysia Airlines.

Raffles Hotel Singapore welcomes **Massimo Moreschini** as Director of Rooms and **Andrea Greybanks** as the Director of Sales & Marketing.

Marisa Aranha has been appointed as the new Managing Director of the **Soneva Group**. Marisa has previously held positions with the Starwood & Hyatt hotel groups and will be based at Soneva's head office in Bangkok.

Responding to exceptional sales growth, **Natural Focus Safaris** has appointed **Pragya Tamang** as the company's India Sales Consultant. Pragya brings over 20 years experience to the role.

Trent Fraser has taken on the role of Chief Executive Officer at **Choice Hotels Australasia**. Beginning the position on 01 Apr Fraser will need to demonstrate a commitment to CHA through his plans to continue investing in the Choice Hotels brands, with a focus on brand standards and franchisee satisfaction.

Hilton Sydney has appointed **Carl Middleton** as the new Executive Chef. Middleton moves from his most recent role at the Lilianfels Spa and Resort where he worked as the Group Executive Chef.

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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

2 new Etihad routes

ETIHAD Airways is to introduce new services from Abu Dhabi to Addis Ababa in Ethiopia and Ahmedabad in India from Nov.

The Addis Ababa route will go daily from 2013 after initially operating five times weekly later this year, while the Ahmedabad link will operate daily.

Both new routes will be operated by two-class Airbus A320 aircraft with 136 seats.

Ultimate rail & cruise

BROOME & The Kimberley Holidays is offering savings of up to \$500 per couple on three departures on an 18-night ultimate rail and cruise journey ex Broome. For details phone 1300 357 057.

Virgin carriers unite for LA promo

FOR the first time, all three Virgin airline brands have joined forces in Los Angeles, the only common port of the three carriers, to launch a joint media campaign featuring the first short film to be shot at 35,000ft.

The campaign, entitled "Virgin Skies," will culminate with the premiere screening of the film *Departure Date*, which was written and directed by Kat Coiro.

Scenes for the film, starring Ben Feldman of *Mad Men* fame, and Aussie actress Nicky Whelan, were shot on three commercial services operated by the airlines.

An exclusive screening of the film will take place as part of the opening of the 2012 Los Angeles Independent Film Festival.

The film centres around Jake, who experiences love at first sight while onboard a Virgin flight.

AY launch Chongqing

ONEWORLD member carrier Finnair yesterday launched new four weekly services between Helsinki and Chongqing in China, utilising A330 & A340 aircraft.

Chongqing becomes AY's fourth Chinese gateway.

Advantage Travellers Choice



TRAVELLERS Choice ceo Christian Hunter and marketing manager Robyn Mitchell headed to Malta recently for the Advantage Travel Centre conference, the UK's biggest independent travel group.

The two agency groups frequently work hand-in-hand and are both part of the Worldwide Independent Travel Network - a body that represents over 6,000 travel agents worldwide.

Pictured above late in the day overlooking the mouth of Grand Harbour in Valletta, Malta is Christian Hunter and Robyn Mitchell from Travellers Choice.

Hawaiian to Sapporo

HAWAIIAN Airlines will operate direct flights to Sapporo, adding the northern Japanese city to its growing list of Asian ports and its sixth new destination in two years.

The service will operate three-times weekly from Nov, pending government approval.

Hapag-Lloyd brox

SEVEN new itineraries have been added to Hapag-Lloyd's 2012/13 EUROPA brochure, with three new ports of call & family specials featured in the new guide.

WIN A HOLIDAY TO HAWAII

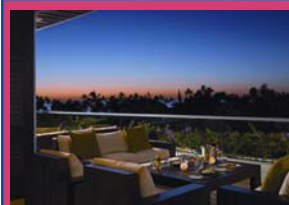
May 1st is Lei Day in Hawai'i, a day that honours island culture, the Aloha spirit and the Hawaiian tradition of friendliness. It also marks the start of summer in Hawai'i, the perfect time to visit!

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.8: What are the ingredients in the cocktail "Green Flash served in Wai'olu Ocean View Lounge?"

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PUT YOUR EXECUTIVE CAREER IN THE HANDS OF THE EXPERTS AT AA

GET IN AT THE GROUND LEVEL

NATIONAL SALES MANAGER
SYDNEY – SALARY PACKAGE OTE \$130K

This newly created Sales role is now available for an experienced person who has held national responsibilities and ideally had airline experience. You will have extensive relationships across the trade and be known as a highly effective, professional and reliable person with the capabilities to grow a business. If you are ready for an exciting new challenge with a up & coming brand, this role is for you.

INSPIRE A TEAM TO NEW HEIGHTS

CORPORATE SALES MANAGER - LARGE MARKET
SYDNEY / MELB / BRISBANE – PACKAGES OTE \$150K+

If you are a highly motivated sales person with a track record of winning large market tenders you could be working for a dynamic, growing brand and helping them to achieve business objectives. You'll have the proven ability to open doors at CFO/CEO level within Top 500 companies as well as having the capabilities to develop the same skills within the sales team. Amazing benefits and a top salary package.

THE FUTURE IS ONLINE PRICING

PRODUCT DEVELOPMENT – ONLINE RATES
BRISBANE / SYDNEY – SALARY PACKAGE OTE \$80k

Do you have the ability to negotiate and manage dynamic pricing within an online environment? This fascinating new role within a successful travel business is looking for someone from an online background who understands margins and dynamic packaging. You must have strong relationships with key suppliers and have proven contracting experience, being able to leverage the best deals giving you a competitive edge.

SENIOR FARES & TICKETING EXPERT

FARES & TICKETING PROJECT / CONTRACT ROLE
BRISBANE - SALARY PRO RATA DOE

Be a part of an exciting 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. This type of role will look great on your CV and open doors.

ARE YOU A FARMER, NOT A HUNTER

CORPORATE ACCOUNT MANAGER
SYDNEY – SALARY PACKAGE TO \$90K

This outstanding travel company is looking for a talented account manager with the proven abilities to foster long term relationships, resulting in client growth and retention of business. This position is predominantly office-based and requires your background within the corporate travel sector and understanding of service delivery to VIP customers. This is a great step in to a leading global team so don't miss out.

PLAY THE NUMBERS GAME

ASSISTANT ACCOUNTANT
SYDNEY – SALARY PACKAGE TO \$80K

This award-winning travel agency business has an opportunity for an experienced accountant to join their busy team. If you love getting your hands dirty in all accounting functions and love a fast-paced environment this is for you. You will be responsible for a wide range of duties up to month end reconciliation and have the maturity and experience to take on additional responsibilities as required.

THE CAT THAT CAUGHT THE CHEESE

BUSINESS DEVELOPMENT – MICE MARKET
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 MICE 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.

A COMPANY YOU CAN GROW WITH

ACCOUNT MANAGER - INDUSTRY
SYDNEY – SALARY PACKAGES TO \$80K

If your experience within the travel industry has given you skills & knowledge of GDS, airfares, hotels or wholesale product there are several roles available that will suit your taste. You must be a self motivated individual willing to drive sales and reach targets, working out on the road and managing travel agency relationships. Now is a great time to register with AA Appointments for the best choice of roles.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Anna Veitch
NSW & ACT
Ph: 02 9231 6377

Kathryn Heberton
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



Working in partnership with the Australian Travel Industry

Travel Coordinator

Sydney - \$DOE - Ref 112

Start your career with a wonderful family run company. A love of the Mediterranean and a passion for travel is a must! This stable company looking for someone who will fit with their team - the only requirement is that you must read, write and speak Turkish. Full training and wonderful benefits are offered to help you succeed in this role. Excellent customer service skill and time management skills will also see you well rewarded.

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

Product Database Coordinator

Sydney - \$45K - Ref 114

Step away from Reservations and into the world of Product! This rewarding Travel Company, based in Sydney CBD, is seeking a Product Database Coordinator who will read contracts, maintain the in-house system and work closely with the product department for all their global products. Ideally you will have solid wholesale experience working on Calypso, have excellent time management skills and be target driven. You can expect a challenging & progressive career!

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

Reservations Consultant

Melbourne - Up to \$50K - Ref 1100

Looking for a change? Learn new destinations & products, and work for this dynamic tour operator as a Reservations Consultant in the city outskirts. You will book worldwide holidays, build customer relationships and offer the best travel advice possible. The ideal candidate will have solid Galileo CRS skills, be well travelled and previously worked in wholesale. Excellent product training will be offered, along with a great salary and commission.

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

Travel Consultants X 2

Inner West Brisbane - \$Competitive + Super - Ref 1444

Take the next step in your travel career with this leading travel agency based in the inner west Brisbane area. Utilise your travel industry skills and escape the hustle & bustle of the CBD commute. We are looking for two travel consultants to join this much loved team and take a hands on approach in helping to develop this busy shopping mall store. Work with a wide variety of clients and use your personal travel experience to provide the ideal solution to their travel needs.

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

International Consultant

Sydney - \$DOE - Ref 189

Variety is the spice of life! Use your travel expertise to arrange a wide range of bookings from flights to cruises to hotels. You will advise repeat clientele of what would be best for their budget, have a fantastic telephone manner, brilliant time keeping skills, and be able to reach your targets. Fantastic management will be at hand to support you through your time in this city based office. Excellent benefits on offer to the right candidate.

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

Senior Corporate Travel Consultant

Sydney - \$50-65K + Super + Incentives - Ref 2032

A highly experienced Senior Corporate Travel Professional is needed by a leading travel management company. This is a fantastic opportunity to step away from repetitive reservations and to move into an exciting and diverse position and this is also a chance to work with a stable, secure and growing corporate company where your efforts are recognised. You're hard work will be financially rewarded and career progression encouraged.

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

Multi-Skilled Corporate Consultant

Perth - \$Negotiable

Are you an experienced Corporate Travel Consultant looking for a new challenge with a travel management company in Perth. This city centre company is looking for a talented travel professional to join their dynamic team. You will have 2 years experience working on corporate accounts or have extensive retail experience, solid CRS and excellent customer service skills. Leave those targets behind you and join this reputable corporate company now!

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

Luxury Travel Consultant

Brisbane - \$40-50K + Super + Bonus - Ref 8133

Do you have extensive travel industry experience with long haul, high end and luxury bookings? Yes, then this could be the role you have been waiting for. I have a niche travel agency in Brisbane CBD looking for an experienced senior travel consultant to join their friendly team. High end, repeat clientele are the focus here with lucrative bookings waiting to be made. Call me confidentially to discuss your next career move and this rare role in the Brisbane travel market.

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



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You BeautEY! Win \$10,000 cash with Etihad Airways.

Sell Etihad Airways - the World's Leading Airline*, for your chance to win!

At Etihad Airways, we're all about making **good business decisions**, so we'd like to **reward you** for choosing to book your customer's travel with the World's Leading Airline*.

Between **1st April and 12th May, 2012**, Etihad and Consolidated will be running the **You BeautEY Incentive**, giving you the chance to win some of these **fantastic prizes**:

- **\$10,000** Major Prize
- **\$500** Weekly Bonus for the Diamond First and Pearl Business Class top seller
- **\$250** Weekly Bonus for the Coral Economy Class top seller

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!

So when it comes to doing business,
who better to turn to than the World's Leading Airline*.



*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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