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Thursday 17th May 2012

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Abu Dhabi targets US

THE Abu Dhabi Tourism & Culture Authority has launched its first major foray into America. A New York office will launch today with a range of celebratory activities including an Abu Dhabi takeover of Times Square.

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Wotif booking tool for CTM

LISTED TMC Corporate Travel management has revealed that it's working on a booking engine in partnership with Wotif.com, to deliver a "unique offering to the corporate market".

The project is scheduled for release in 2013 and together with CTM's business intelligence reporting offering aims to deliver "best in market tools for clients".

The details were part of an investor conference presentation by CTM founder and ceo Jamie Pherous, who also outlined details of other strategies incl CTM's new \$5m US acquisition (**TD** 02 May).

He said the company has 130 Australian-based accounts which have "significant travel spend

originating from the USA".

Nine key management staff from the US offshoot will hold CTM shares, and the subsidiary is located in "one of the USA's busiest travel hubs with a low cost base and favourable business environment".

Pherous also revealed that mining and mining services represent more than 30% of CTM's business, which overall comprises around 750 clients in Australia and NZ including 15 ASX100 companies.

Key focuses for CTM over the next year will include organic growth through new client wins and retention, bedding down the new USA operation and "continuing to explore future acquisition opportunities".

Pherous reaffirmed previous guidance of a 30-40% lift in earnings for 2012/13.

New EY gm named

ETIHAD has appointed Luisa Pastrello as its new general manager for Australia and NZ.

Pastrello is well known to the industry, having held senior roles with Qantas, QBT and American Express Travel prior to a recent career break caring for a relative.

She's also a former board member of Tourism NSW.

Pastrello takes up her new role effective next Mon, taking the position formerly held by her new boss, Lindsay White, who is now EY regional gm for Asia Pacific South and Australasia.

More industry appointments on **page five** of today's **TD**.

Consolidated winners

CONSOLIDATED Travel has named Allflight Travel and Philippine Tours as the week six winners of its Etihad incentive.

Today's issue of TD

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

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

SQ companion fares

SINGAPORE Airlines has this morning launched an aggressive range of special companion fares to Asia, from just \$450 nett plus taxes and fuel levy in V class.

There are also N class specials on offer, including a \$540 nett fare to India and the subcontinent while the N class nett to South Africa, Egypt and the Middle East is just \$900 plus taxes and charges.

The companion deals are valid for ticketing to 01 Jun and travel right through to 30 Nov.

PMC glitch hit all

QANTAS wasn't the only carrier affected by the GDS glitch which saw the government's Passenger Movement Charge pre-emptively increase by \$8 to \$55 (**TD** yest).

QF has confirmed that another carrier filed the tax increase which was updated in all GDSs.

The issue has now been fixed and the PMC is pricing correctly.

STAR ALLIANCE 15 YEARS Hot Deal for 2012

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For **15 days**, the Star Alliance network is offering a **15% discount** off Economy class Round the World Fares to mark our **15th Anniversary**.

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QF to fly British Lions

QANTAS has been named as Official Airline for The British and Irish Lions when they make their rugby tour down under next year.

The squad and coaching staff will travel to Hong Kong for a match against the Barbarians, after which QF will take them to Australia for six regional fixtures.

The players are hoping to be treated well despite the final matches being three test matches against the Qantas Wallabies.

ACCC OKs EY, EK alliances

IT was a busy afternoon for the Australian Competition and Consumer Commission yesterday, with the regulator issuing interim approvals for the proposed pacts between Emirates and its sister low-cost carrier Flydubai, as well as Etihad and its 29% subsidiary airberlin (**TD** breaking news).

Both alliances, exclusively revealed by **TD** last week, propose that the respective pairs of carriers will jointly market their products in Australia.

Etihad ceo James Hogan welcomed the announcement, saying that "consumers at both ends of the Australia- Germany route stand to benefit greatly from expanded commercial collaboration between Etihad Airways and airberlin".

Emirates was somewhat less forthcoming, with vice president Australasia, Barry Brown simply commenting that the carrier had "made an application to the ACCC for Emirates and flydubai to jointly promote services in Australia, to which the ACCC has granted interim authorisation".

Qantas speaks on FJ

QANTAS group executive Olivia Wirth has responded to the Fijian government's claims about QF's shareholding in Air Pacific (**TD** Tue), writing in today's *Financial Review* that Qantas has "always been aware that Air Pacific needed to be 'substantially owned and effectively controlled' by Fiji nationals".

She said that the only "right" granted to Qantas was to appoint four directors to the nine-member FJ board, who were "obliged to make all decisions in the best interest of Air Pacific, even if that conflicts with the interest of the Qantas group".

Wirth said that in the Air Pacific articles of association there are clear provisions for a sale of the QF stake, adding "we have simply said to the Fiji government that we expect it to abide by these provisions and requested that an independent international arbitrator be appointed if a purchase price cannot be agreed".

UU service threat

REUNION-based Air Austral looks to be poising the knife over its just-resumed Australian route, with reports of a UU board meeting this week quoting ceo Didier Robert saying "the service to Sydney and Noumea should be removed by the end of the year, and replaced by a partnership with a local company".

Airbus cracks a loss

AIRBUS owner EADS has released a financial update confirming that it has recorded a €158 million (A\$203m) first quarter charge on its accounts in relation to rectifying the cracks in the wings of its A380 aircraft.

Sunny Virgin business

VIRGIN Australia this morning announced the debut of its new domestic business class cabin on selected Sunshine Coast 737-800 flights ex Sydney and Melbourne effective from 30 May, with year-round one-way fares from \$489.

VS Kenyan pullout

VIRGIN Atlantic is set to suspend its five weekly flights between London and Nairobi from Sep, citing high fuel costs, low passenger numbers, and the punitive UK Air Passenger Duty. The service has been operating since 2007.

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Travel Daily
on location in
Dubai

Today's issue of *TD* is coming to you from the Dubai mega-famil trip, courtesy of DTCM, Emirates and Arabian Adventures.

AS the desert sun sets on an amazing mega-famil for most of the 280 participants, no visit to Dubai would be complete without a 4WD rally through the arid plains and sandy dunes.

The fifth largest Hard Rock Cafe in the world played host to the groups for lunch today, with a gourmet selection of stuffed potatoes, onion rings and slider burgers brought before taste buds.

Over the delicious selections, the group were entertained by the resident house band, which included an expat Aussie lead singer from the farms of Adelaide and a Gold Coast born drummer.

More coverage and photos from the day on **pages four and six.**

SQ culls AUH and ATH

SINGAPORE Airlines is pulling out of Greece after 40 years, with the cessation of services to Athens effective from 26 Oct.

SQ said it will also drop its non-stop flights from Singapore to Abu Dhabi that launched in 2006.

SQ will continue to service the UAE with its existing Dubai flights.

The carrier said it was pulling out of AUH and ATH "as a result of the sustained weak performance of both routes".

WWT clarifies Tibet

WENDY Wu Tours md Alan Alcock says recent changes to Tibetan permits (*TD* yest) for all visitors means they can only be issued to pax travelling as a party of five people or more, with the same nationality and entry and exit details, 10 days prior to entry.

"As there are usually 12-18 tour members [per group] we do not anticipate much disruption to our tours," Alcock said.

Orion \$80k incentive

ORION Expeditions Cruises is offering agents who book a new 2012 Orion Kimberley Expedition the chance to win an 18-night Mawson's Antarctica Orion cruise for two, valued at \$80,000+.

For terms and conditions of the promo see bit.ly/orionincentive.

MEANWHILE, the month of Apr saw Orion more than double the number of sales reached a year earlier for a new calendar release, with a mix of past & new pax.

Founder and md Sarina Bratton said the record figure recognised "that the earlier you book, the better the price you will receive."

AirAsia X KK's Beijing

AIRASIA X yesterday officially confirmed it would replace its Kuala Lumpur to Tianjin, China service from 21 Jun in favour of a nonstop service to the Chinese capital, as flagged by *TD* on Tue.

CEO Azran Osman-Rani said that adding Beijing to AirAsia X's map was "another major milestone", and comes one month after it began long-awaited services into another key port, Sydney.

The Beijing service will launch on 22 Jun, initially as four times weekly, before moving to a daily operation from 06 Aug.

Australian travellers will be able to book 'fly-thru' flights with the budget carrier to Beijing on D7's Melbourne or Gold Coast services, connecting via Kuala Lumpur.

Window Seat

DOES being stuck for words also apply to lyrics?

Perhaps it was jetlag, a change in timezones, an early start or a tight schedule that saw Hawaiian singer/musician Nick Castillo red-faced at an Aloha! Down Under media breakfast held in Sydney earlier this morning.

Castillo, along with a team of 30-odd suppliers from Hawaii & the Hawaii Tourism Oceania team, have this week been doing the Australian roadshow circuit, kicking off from the Gold Coast on Mon, then onto Brisbane, followed by an event in Sydney last night at Luna Park (**see pg 7**).

But it appears the trip Down Under finally caught up with the talented entertainer from Kauai today, who in transition between various songs describing his home, was left speechless at one point, forgetting the words to a song describing the fern grotto, and was left strumming his ukelele searching his mind for the lyrics.

Fortunately, fellow islander and entertainer Pueo Pata from Maui was in the crowd and able to re-spark Castillo's memory... albeit to the amusement of those in attendance.

HTO's roadshow continues onto Melbourne tonight, where he's certain to know the lyrics.

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- Ability to work as a team player and independently
- PC literacy skills – Knowledge of Microsoft Excel & Word
- Excellent command on English, both verbal and written.

Applications will be treated in strict confidence and should be forwarded to Mr Greg McJarow, Manager Queensland either by mail to GPO Box 49, Brisbane QLD 4001 or email to info_bne@singaporeair.com.sg.

Applications close Monday the 28th of May 2012.

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New ICCA modules

THE International Cruise Council of Australasia has added two new training modules to its program - ICCA Fleet Overview and Cruise Sales & Service.

The new modules arm agents with knowledge of changes within the cruise sector, particularly in the last five years with new ships, upgrades & onboard innovation, ICCA's training and development manager Peter Kollar said.

The Cruise Sales & Service module replaces the Cruise Selling Techniques module, with a greater focus on retaining clients.

The Cruise Geography module has also been revamped, accounting for port upgrades and new tour options, Kollar said.

The modules will be introduced during training sessions taking place in Sydney on 26-27 May.

More details in today's **Cruise Weekly** - subscribe free at www.cruiseweekly.com.au.

Sheraton wine scheme

SHERATON Hotels & Resorts has announced the global launch of the Sheraton Social Hour - a new premium wine program which has been created in cooperation with *Wine Spectator* magazine.

Participating Sheraton properties will offer guests a "specially curated menu of premium wines" along with thrice weekly evening tasting events which aim to make its hotels "a destination for a great wine experience no matter where your travels take you".

Atlanta expansion

OFTEN acclaimed as the world's busiest airport, Atlanta Airport in Georgia has just opened a brand new \$US1.4 billion international facility, called the Maynard H Jackson Jr International Terminal.

The new terminal adds 12 gates to ATL's already impressive gate tally of 195, and will divert int'l traffic away from other concourses and thereby create opportunities for greater domestic operations.

NZ skifields covered

QUEENSTOWN and Wanaka's winter playgrounds Treble Cone, The Remarkables and Coronet Peak have received their first decent snowfalls of the season.

A cold snap has brought with it 20cm of snow to Treble Cone, 13cm of fresh white stuff to The Remarkables (for a base now of 23cm) and 13cm to Coronet Peak.

Mt Hutt in the Canterbury region also has a 20cm base.

US to mandate bus ESC

THE US Department of Transportation has proposed a new safety standard which would mandate the installation of Electronic Stability Control systems on all large vehicles including tour buses and coaches.

The move follows research which the agency says shows that ESC could prevent more than half of all rollover crashes each year.

LH lifts Rio de Janeiro

LUFTHANSA will increase its Frankfurt-Rio flights to a daily operation from 28 Oct, but will suspend Munich-London City and reduce Munich-Athens capacity from the same date.

Dubai famil a definite success



ABOVE: Rounding off the Dubai mega-famil experience was yesterday's supplier workshop, where agent participants had the opportunity to meet with the many suppliers and supporters whose support made an idea into a wildly successful reality.

Held at the Intercontinental Festival City, the group were addressed by Emirates vp of Australasia Barry Brown, Dubai Tourism boss Mohamed Almuhaireb and Arabian Adventures vice-president Luc Delcomminette.

Barry, Mohamed and Luc are **pictured** above at the workshop with Emirates NZ country manager Chris Lethbridge (second from left) and DTCM Australia head Julie King.

Thai tourism promo

AUSSIE travellers are among key targets of a new campaign by the Tourism Authority of Thailand and THAI Airways Int'l to lure tourists to the country (**TD 08 May**).

Dubbed 'Discover the Other You', the promotion aims to encourage potential visitors to discover a "unique experience" for "new perspectives in life."

A social media campaign will also give consumers a chance to win a seven-night trip to Thailand.

Other target markets include Europe, America and Canada, with TAT/TG aspiring to attract 4 million views of the campaign.

TG will also market the campaign to Royal Orchid Plus members, promoting hotel and travel deals.



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OZ downgauges SYD

ASIANA Airlines is slightly reducing capacity on its daily Sydney-Seoul flights, with four of the rotations to be operated by an A330-300 rather than a B777.

Bavarian Xmas tour

ALBATROSS Tours has released a brand new Bavarian Fairytale Christmas 10-day tour, which includes Christmas in the village of Oberammergau, and visits to Rotherburg, the Romantic Road, Neuschwanstein Castle and more. The trip departs Frankfurt on 19 Dec and is priced at \$3,189ppt.

AA keen on Brazil

AMERICAN Airlines is seeking permission from US authorities to boost its presence to Brazil by 17 frequencies, including second daily services between New York JFK and Sao Paulo (from 01 Oct) & Miami and Rio de Janeiro (15 Dec), along with boosting options between Miami and both Recife and Salvador, from 15 Nov.

Hawaii is great, and that's no lei!



ALOHA Sydney!

Yes, it was the harbour city's turn to welcome the big Aloha Down Under Roadshow held last night at a glittering Luna Park.

Fresh from shows on the Gold Coast on Mon night and Brisbane on Tue night, the annual event attracted around 300 consultants and Hawaii retail partners in

Sydney, who met and mingled with reps from Hawaii's top hotels, attractions and airlines.

Agents were welcomed with leis, hula dancers and ukulele singers.

"We've had the highest number of RSVP's on record for our events which shows how much interest there is in the market for the Hawaiian Islands," said Helen Williams, Country Manager for Hawaii Tourism Oceania.

"Australians visiting Hawaii were up 32% in 2011 compared to 2010, and in the first quarter of this year, visitation skyrocketed 52%, which is amazing," she said.

Williams puts the impressive stats down to the strong AU\$, cheaper air fares and the daily Hawaiian Airlines Sydney-Honolulu service.

With HA's larger A330 aircraft now on the route featuring 297 seats, there are an extra 30 seats a day for agents to sell.

Each island gave a 10-20 minute presentation updating attendees with new product information.

The final roadshow takes place in Melbourne tonight, before heading to Auckland.

Pictured above at last night's event from left are Rob Kirk, Harvey World Travel Chatswood, with Kate Isemonger, Sarah Isemonger, Tia Sianne & Raymund Sonia of Harveys Choice Holidays.

Vegas gets R.E.S.P.E.C.T.

QUEEN of Soul, Aretha Franklin, will appear in a one night performance at The Colosseum at Caesars Palace in Las Vegas on 15 Jul - see www.thecolosseum.com.

Design signs 7 more

UPMARKET hotel group Design Hotels has added four properties in France and one in Israel, Slovenia, the UK and the USA.

The Vander Urbani Resort is Design's first property in Slovenia.

QFFF 2-4-1 Zoo entry

QANTAS Frequent Flyers has a 2-for-1 admission deal to Taronga Zoo, Sydney and Taronga Western Plains Zoo, Dubbo available on presentation of membership cards, from now until 31 May.

Trafalgar/WW pact

TRAFALGAR has extended its touring options for readers of the *Australian Woman's Weekly* with a new 15-day Christmas in Europe itinerary on 20 Dec 2012.

The new European tour joins the 16 Dec 16-day Christmas in the Canadian Rockies tour.

Kumuka Quest deal

KUMUKA Worldwide has a 25% discount on its 11-day European Quest tour, departing 24 Jun.



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.

Travellers Choice has today appointed **Melissa Robertson** as its new Business Development Manager for Western Australia.

Lodges of New Zealand has named a new Executive Team comprised of Murray McCaw (Chairman), James Glucksman and Callum Farnell.

IHG has appointed **Ashlee Boffa** as Assistant Manager Finance & Business Support for the group's three **Holiday Inn Sydney** hotels.

Shelley Richards has been named as Accor's GM of the **Mercure Hadleys Hobart Hotel & Grand Mercure Hobart Central Apartments**.

Outrigger Enterprises Group has announced the appointment of **Hans S Weger** as Chief Financial Officer, replacing Melvyn Wilinsky.

Bridget Griffiths has taken on the role of Associate Director of Sales for **Hayman** on the Great Barrier Reef, based in Hayman's Sydney office.

Hawaii's **Aqua Hotels & Resorts** has made a number of executive appointments, including naming **Jeff Caminos** as Director for the group, **Lyn Aoki** as Corporate Director of Guest Services and Brand Standards and **Dennis Hall** as Manager - Information Technology.

Village Roadshow has promoted **Julie Raffe** to the role of Finance Director and named **Clark Kirby** as its new Chief Operating Officer.

Carnival Cruise Lines has seconded its US Regional Vice President of sales, **Vicki Tomasino**, to Australia for six months as Senior Manager - Business Partnership. She will lead efforts to boost travel agent sales of *Carnival Spirit* in the lead-up to the ship's local deployment in Oct 2012.

Brad John-Davis has been named as the new general manager of **Back-Roads Touring**, leading the FC-owned firm from its London HQ.



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Canada
keep exploring

Agents discover Dubai's desert dune thrills

Thursday 17th May 2012



ABOVE: Many suppliers and family supporters turned up to meet the agents, who were addressed by Dubai Tourism boss Mohamed Almuhairi (left).

BELOW: The crowd of agents, eager to share their experiences with clients.



DUBAI'S authentic Arabian flavours were on full display in all of their colourful and cultural splendour yesterday as the curtain came down on the mega-famil for the majority of agents.

Participants had the opportunity during a morning workshop to meet with representatives from the many hotels and attractions that supported the famil by providing accommodation or one of the many experiences enjoyed by all over several jam-packed days.

Three keynote speakers greeted the delegation, including Emirates vp of Australasia Barry Brown. Briefing agents on the latest developments in the Emirates operation, Brown spoke on the success of the Australasian routes serviced by the carrier as well as other key markets, features of the different cabins and outlined how the Emirates marketing message is spread around the world.

Dubai Tourism boss Mohamed Almuhairi thanked the group for their efforts in selling Dubai, while Arabian Adventures vp Luc Delcomminette detailed the range of transfer and tour services available to travellers.

After a filling lunch served by all-singing all-dancing wait staff at the Hard Rock Cafe, the entire group piled into 52 four-wheel-drive vehicles and headed desert-side to the iconic sand dunes.

The Sundowner Dune Dinner offering from Arabian Adventures is yet another of many "must do" experiences in Dubai.

Riding over the dunes can be a nail-biting thrill ride at times as the crests of the dunes are cleared by skilled drivers.

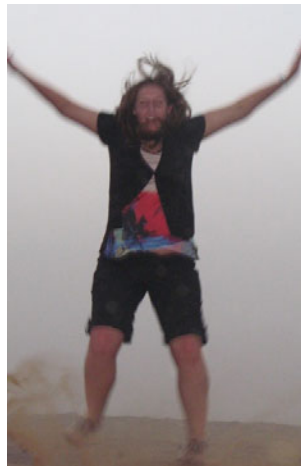
As the sun sets, guests are delivered to what can only be described as a marketplace in the middle of nowhere, where dinner is served, with camel rides available and belly-dancers entertaining the crowds.

So while the time in Dubai for much of the delegation has come to an end, **TD** is staying one more day with Emirates top-selling agents, who are being treated to some exclusive rewards.

See tomorrow's **Travel Daily** for exclusive details and photos.



ABOVE: Ever keen to create a memorable photo, this group of agents built a human pyramid in the desert.



ABOVE: Andrea Dillon of Travelworld Geelong is a true Dubai star.



LEFT: Amanda, Maria, Yvette, Kay, Lisa, Jill and Alex looking for the rest of the beach.

RIGHT: Helen, Samantha, Jodie, Belinda, Fiona, Philippa and Alma toasting to the spectacularly endless arid scenery.



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Please send a cover letter and your resume to:
HRSydney@driveaway.com.au before Tuesday 22 May
or call Michelle on 9900 9363 for further information.



VIVA! Holidays recently took this lucky group of agents to the Philippines on a five day famil taking in Cebu and Manila.

As well as experiencing amazing history, spectacular landscapes and even swimming with fish,

NYSE joins travel push

THE owner of the New York Stock Exchange has joined the Discover America Partnership, which is an "intensive advocacy and grassroots campaign" run by the US Travel Association pressing for reform of the US visa and entry systems in order to boost America's tourism market share.

NYSE Euronext executive vice president, Scott Cutler, said that the travel industry generates an estimated US\$1.9 trillion in US economic output.

"Ensuring thoughtful and prudent travel policies is vital to the success of global competitiveness, economic well being and job creation," he said.

they enjoyed the Philippines nightlife, food and of course shopping!!

They're **pictured** above at the imposing Taoist Temple in Cebu, back row from left: Paul and Lyn Kennedy, Twofold Travel; Dany Girgis, Sure Thing Travel; Kimberley Day, HWT Belmont Central; Bernadette Kelly, Travelbound & Cruise; Laura Haverkamp, Viva! Holidays; and Benjamin Buchanan, Philippine Airlines.

Front row: Rhonda Smith, Heidelberg Travel; Norah Taco, Travelwinks; Grazia Luccitti, Minna Travel & Cruise; and Janet Kizan, Jetset Sanctuary Lakes.

Tick for OOL upgrade

GOLD Coast Airport has received a green light from the government for its 20 year Master Plan which will see it expand in the lead-up to the 2018 Commonwealth Games.

Transport minister Anthony Albanese specified several conditions in the approval including a requirement that the airport consult with locals in relation to aircraft noise and other issues.

Best Western Angeles

BEST Western International has announced it will open its first property - the 78-room top notch Best Western Premier - in the Philippine city of Angeles in 2014.

BWI has six hotels already in operation in the Philippines.

Amadeus to take live schedule feed

AMADEUS is claiming a GDS first with a new agreement with airline data specialist OAG to take a daily feed of flight schedules.

Amadeus said the OAG data will be used globally by users of its systems including TMCs, travel websites and travel agencies, enabling "travel agents and their customers to access more accurate information when they're looking to book a flight".

The OAG database contains schedules for more than 1000 carriers operating at 4000 airports, tracking around 28 million departures up to 12

months in advance.

The data is continuously updated and OAG processes up to 50,000 airline schedule change messages each day.

MEANWHILE Amadeus has also released outcomes of its annual Asia Pacific Customer ThinkTank recently held in Hong Kong.

The forum, attended by more than 40 agency customers across the region, revealed that the top three technology demands incl "delivery of more niche content," offering "innovative solutions" and "having a technology partner with personality".

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.13: Which Volcano at almost 1,500 meters high is the most active volcano in the world and which Island is it located on?

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

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HOT NEW ROLES AVAILABLE NOW FOR TALENTED EXECUTIVES

A POWERFUL ROLE

ONLINE CHANNEL MANAGER

BNE, SYD OR MEL BASED – SALARY PACKAGE TO \$95k

This key role will see you involved in strategies to drive the online division of the business to improve efficiencies pertaining to developing the lowest possible operating costs and revenue maximisation. Working with national teams, this role requires frequent interstate travel so you need to be flexible and available to travel as required. You will need to show strong experience with online booking tools and excellent GDS skills.

BRINGING IT ALL TOGETHER

MANAGER PERFORMANCE & PLANNING SYDNEY – SALARY PACKAGE TO \$120K

If you're all about contact centre operations and customer service delivery this new role will provide you with the opportunity to contribute to an evolving business. You'll be experienced in workforce planning, performance metrics, operational efficiencies, and people management. Ongoing career opportunities within this large business is also possible. Join an experienced team in driving business improvements.

ESTABLISH YOURSELF AS THE FACE OF THIS BRAND

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

This new Sales role is now available for an energetic and motivated Sales person with national experience and holding strong relationships with the travel trade across the country. Your reputation as a highly effective, professional and reliable person with proven capabilities to grow a business will stand you in line for an exciting new challenge. Airline experience and the ability to work autonomously are highly desirable.

ONLINE PRICING & CONTRACTING

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.

A RARE LEADERSHIP OPPORTUNITY

CORPORATE TEAM LEADER – NO CONSULTING BRISBANE – SALARY PACKAGE TO \$80k

This is your chance to work for one of the best TMC's in the market. As a strong leader you will be able to implement process changes driving your team to perform and reach KPI levels. Working as part of the management team your views will matter. You will need to be a focussed manager who has the ability to show exceptional skills in staff management capabilities, training and development of teams.

MOVE IN THE DIGITAL SPACE

MARKETING MANAGER BRISBANE – SALARY PACKAGE OTE \$100K + benefits

This new role is looking for someone experienced in consumer and digital marketing to produce and implement a marketing plan that achieves the key objectives for the brand. You will be well versed in all forms of digital marketing, leading a small team and delivering innovation and energy to all activities. Budget management skills and the ability to manage multiple projects with flair are essential.

THIS IS A ROLE WORTH ANALYSING

BUSINESS ANALYST – CORPORATE TRAVEL MELBOURNE – SALARY PACKAGE NEGOTIABLE

This superb company is looking for the best in the business when it comes to using your analytical skills. Working alongside the account management team you will be responsible for analysing business activity and providing reports on various components of their corporate accounts while understanding the profitability of those accounts. Your experience in this area of expertise will be well rewarded by this leading company.

GROW YOUR CAREER WITH A GLOBAL COMPANY

ACCOUNT MANAGER SYDNEY – SALARY PACKAGE OTE \$90K

Bring your selling skills and travel industry background to this leading company and stretch your wings out on the road looking after an existing portfolio of clients, ensuring their business is retained and achieving growth targets. This company will support your career development and offer you great leadership & direction. If you have great skills in sales, relationship management and GDS race in for this one.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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Working in partnership with the Australian Travel Industry

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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