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# Travel Daily

First with the news

Thursday 29th November 2012

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## Europcar appointment

**EUROPCAR** has named Ross Gallagher as its new Inbound Sales Manager for Australia. His career includes roles with South Sea Cruises in Fiji as well as at STA Travel - more industry appointments on **page five**.

## ATEC NAB China card deal

**THE** Australian Tourism Export Council today announced a major new partnership with National Australia Bank, which includes the availability of merchant facilities equipped with China UnionPay functionality.

The move will allow participating Australian tourism businesses to accept payments from China UnionPay cardholders, which is a key driver of spending by inbound travellers from China.

Under the NAB deal ATEC members will also have access to a range of bank products and services tailored for the industry, as well as information sessions on how to become "China ready".

"With over 500,000 Chinese visitors to Australia each year, businesses are looking for ways to capitalise on this growing market, which is predicted to increase by another 300,000 by 2020," said

ATEC md Felicia Mariani.

She said that many Chinese travellers rank shopping as a must-do activity when going overseas, and "UnionPay gives these visitors the confidence to easily and securely access their spending money back home".

Currently NAB is the only Australian bank which can accept China UnionPay cards on most EFTPOS and ATM terminals across the country.

**MEANWHILE** ATEC also today announced a new WORKS.TV television, mobile and tablet "hospitality and tourism career" channel which highlights the lifestyle and workplace rewards offered by working in the industry.

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## QR 787 RSVPs

**QATAR** Airways has advised that the email address to register for next Wed's Perth QR 787 agent training session (**TD** yesterday) is [syip@au.qatarairways.com](mailto:syip@au.qatarairways.com).

## Today's issue of TD

**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

**Travel Daily**  
on location in Shenzhen

Today's issue of **TD** is coming to you from Shenzhen in China, courtesy of the Star Alliance.

**THE** Star Alliance will welcome Chinese carrier Shenzhen Airlines to its ranks at a Joining Ceremony at Shenzhen Airport later today.

Shenzhen Airlines is China's fifth largest airline, and a subsidiary of Star Alliance's fully integrated member of five years, Air China, which is sponsoring ZH's accession.

Its main hubs are located in Shenzhen (accessed by ferry, train or road from Hong Kong) and Guangzhou, and it operates over 2,000 flights per week across China with a fleet of more than 120 narrow-body aircraft.

The addition of ZH increases the airline alliance's presence in mainland China and neighbouring countries by five ports, including Juzhou, Linyi, Qinhuangdao, Shijiazhuang and Zhoushan.

Securing Shenzhen Airlines is part of Star Alliance's long-term strategy to grow its presence in the Asia-Pacific region.

See tomorrow's **Travel Daily** for further info on ZH's integration into the Star Alliance.

## Finnair to Hanoi

**FINNAIR** is continuing its strategic focus on Asia, with the announcement overnight of a new direct route between Helsinki and Hanoi.

The seasonal service will operate from 14 Jun to 27 Oct, with Hanoi becoming AY's twelfth Asian gateway to Europe.

"This is a confirming step in our overall strategy to double our Europe to Asia revenue by 2020," said Finnair country manager for Australia, NZ and New Caledonia.

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Thursday 29th November 2012

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Travel Experts



## 96 hours in Abu Dhabi

THE Abu Dhabi Tourism & Culture Authority has launched its first ever local destination website.

96hoursinabudhabi.com.au aims to raise awareness of a multi-day itinerary with a number of pre-prepared packages.

## QF tackling Virgin structure

**QANTAS** ceo Alan Joyce yesterday revealed that the carrier was "talking to the relevant authorities" about Virgin Australia's foreign ownership, which currently stands at 65%.

Speaking at a function in Sydney, Joyce described the creation of Virgin Australia International Holdings, which has a separate board and remains

under the govt's 49% international carrier ownership cap, as a "legal technicality" which has enabled Virgin to effectively lift the stakes held by overseas interests such as Etihad, Air NZ & Richard Branson.

**MEANWHILE** Joyce also issued a robust defence of his move to suspend QF's \$44m marketing support for Tourism Australia (TD yesterday), reiterating claims of a clear conflict of interest by TA chair Geoff Dixon who's part of a group agitating for a change in strategy at the airline.

The QF ceo said that proposals to float off parts of Jetstar and the frequent flyer business were premature, and would not help build a stronger airline.

There's no sign of a resolution to the impasse, with a hastily convened Tourism Australia board meeting last night resolving to back Dixon in his role as chair.

## QF adds iOS passbook

**QANTAS** has incorporated Apple's new iPhone operating system into its mobile check-in service, which now supports Apple's Passbook app.

Under the changes, passengers who complete mobile check-in from their iPhone can add their mobile boarding pass to Passbook which provides a central repository for tickets, loyalty cards and retail vouchers.

Qantas said the overwhelming majority of customers who use mobile check-in do so via an iPhone, with the new functionality aiming to reduce congestion at the airport.

The integration also utilises different coloured passes which allow gate readers and cabin crew to easily identify the loyalty tier of customers.

QF said it's working on further enhancements which will enable live updates to the boarding passes, with this expected to be in place by late Jan 2013.

## NFS polar programs

**NATURAL** Focus Safaris has released its new Antarctica and Arctic 2013/14 brochure, with a range of luxury and adventure expeditions for both the active and relaxed traveller, adding the *Ocean Diamond* and *Sea Explorer* vessels as well as some brand new itineraries covering the Antarctic Peninsula, Falklands, South Georgia, Ross Sea, Russian Far East, the Canadian High Arctic, Greenland and Iceland. More info 1300 363 302.

## SQ/VX codeshare tick

**VIRGIN** America and Singapore Airlines have been given a green light by US regulators to begin codesharing on each others flights (TD Fri), the pact will see the SQ code placed on VX flights ex LAX and SFO to ports across the US.

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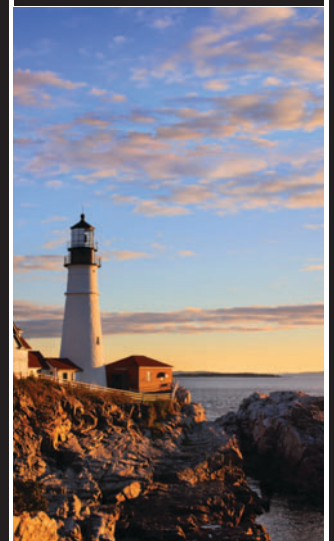
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## TTV down 10% at Jetset Travelworld

JETSET Travelworld Limited yesterday revealed tough trading conditions (**TD** breaking news), and confirmed that the ongoing review of the business by Boston Consulting Group won't be finalised until the first quarter of next year.

Speaking at the company's annual general meeting, chairman Tom Dery cited low growth in the leisure market in Australia "due largely to the decline in average selling prices," as well as the travails of the QBT travel management business.

He said that QBT had seen a decline in TTV due to a drop in trading volumes through the accounts with the various govt agencies covered by the Whole of Australian Government deal.

"This reflects a reduction in travel expenditure by the government agencies," he said.

Dery confirmed that first half TTV would be down by about 10% year on year, but this had been "largely offset" by an improvement in margins and a 9% reduction in costs.

The company is expecting profit for the six months to Dec to be in line with last year's result, but to be further impacted by the \$2.4 million cost of the Boston review and an \$800,000 payout due to the departure of former ceo Peter Lacaze.

The agm also approved the granting of 1.45 million "performance rights" to the newly appointed ceo Rob Gurney to cover his \$375,000 sign-on bonus and \$300,000 long-term incentive for this year, as well as to chief operating officer and cfo Elizabeth Gaines.

## GA boosts EY c'share

**GARUDA** Indonesia has expanded its codeshare network in partnership with Etihad, with traffic rights being granted on several routes.

According to GDS displays GA is now sharing on Etihad flights from Abu Dhabi to Athens, Paris, Moscow, Muscat and Milan.

That's on top of previously launched codeshare routes to Jakarta, London Heathrow and Manchester.

## New GC Hilton gm

**HILTON** Surfers Paradise has appointed Chris Partridge to the role of general manager, with founding gm David Kelly heading to Beijing where he will take on the role of Hilton regional general manager, North China.

## Stayz allies with Wego

**FAIRFAX**-owned holiday rental website Stayz has announced a partnership with travel meta-search operator Wego.

Under the pact travellers will be able to browse Stayz properties and filter, share and book holiday rentals via a new tab at [wego.com.au/holiday-rentals](http://wego.com.au/holiday-rentals).

The move is interesting given that Wego is partly owned by Fairfax's rival, News Limited.

Wego chief marketing officer, Dean Wicks, said "the time for holiday rentals has come," with Wego also partnering in other markets with operators including HomeAway, FlipKey, Travelmob and Marketing Villas.

## Chongqing in town

**A DELEGATION** from the Chinese municipality of Chongqing will visit Australia next week to promote the destination in partnership with its local representative, Wendy Wu Tours.

Chongqing is targeting a 20-30% increase on the 60,000 Australians who last year visited the city, which is a key departure point for Yangtze River cruises.

## Window Seat

**QANTAS** ceo Alan Joyce is quite realistic about his Irish accent - and in particular the way it makes him say some numbers.

At yesterday's National Aviation Press Club lunch (**see p2**) he urged Emirates to quickly expand its network of European destinations.

This would provide even more options for Qantas passengers in the event that the QF/EK alliance is approved by the ACCC - and would also mean that he doesn't have to keep saying "33" which in his Irish lilt comes out more like "turdy-tree".

Joyce told EK country manager Barry Brown he's very much looking forward to EK offering 40 ports in Europe.

**AIRCRAFT** manufacturer Airbus has kicked off an aggressive advertising campaign which aims to debunk claims made by rival Boeing.

The move is a response to a recent Boeing campaign which touted the benefits of its 737 MAX and 747-8 aircraft, saying they were cheaper for airlines to operate than Airbus products.

The creative artwork in the Airbus ads (below) asks "why is our competitor stretching the truth" - complete with an image of a 737 with a stretched nose, just like that of Disney character Pinocchio, whose nose grew every time he told a lie.

The Airbus ad also asserts that Boeing's planes are based on designs from the 1960s, finishing with the pithy quote "no wonder they're sleepless in Seattle".




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## Contiki's new Asian flavour

CONTIKI yesterday held a function in Sydney to launch its 2013/14 Asia brochure, featuring 7 tours across Vietnam, Thailand, Laos Cambodia and China.

MD Fiona Hunt said demand was so strong that most 2013 departures were already



definite, including all Indochina tours such as the very popular nine-day Thai Island Hopper West trips.

She told **TD** that Contiki enjoys a unique position in Asia, combining the popularity of small group touring with Contiki's well-known social experience.

Contiki utilises local transport and smaller group sizes of around 30, and the new program includes higher quality hotels in Vietnam.

It also incorporates the Contiki 'Backstage Pass' concept which gives special treatment and access to unique tours and accom.

Almost all properties used in the Contiki Asia program offer free internet access, which has a strong appeal for the company's youth demographic, Hunt said.

Contiki also offers travellers a

free 'Shout' smartphone app which brings together the photos, videos and updates of everyone travelling on the same tour to build a strong community.

Hunt is pictured above left with a herby Toni Ambler, who was just appointed Contiki's Head of Marketing in Australia.

### Mexico for minors

**CHANGES** to immigration laws in Mexico mean that effective immediately children aged 17 and under travelling to or from Mexico unaccompanied or without a parent or guardian must submit a notarised document in Spanish authorising the travel, along with their other documentation.

Failure to comply may result in denied boarding and a fine.

## WIN\* an upgrade to Mabuhay Business Class!

One lucky passenger & their travel partner will win an upgrade to Mabuhay Business Class on their flight to Manila between 5Dec12 and 15Jan13.

FOR DETAILS & ENTRIES VISIT



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\*Conditions apply. To enter passengers must be booked for travel to Manila from Sydney & Melbourne during this period.

## Crystal's crystal ball

**YESTERDAY** Crystal Cruises unveiled its plans for the first quarter of 2015 - the earliest that the cruise line has ever revealed any of its upcoming itineraries.

Diane Patrick, md of Crystal's local representative Wiltrans, said it was a "very exciting time for the company" which is responding to strong demand with the early release.

2015 will start with a 108-day World Cruise sailing round-trip from Miami, taking in South America, the South Pacific, Australia, NZ and Africa.

Agents can also break the itinerary up into smaller segments for their guests including: a 16-day Miami to Lima cruise departing 15 Jan 2015; a 19-day Lima to Auckland voyage departing 31 Jan; a 21-day Auckland to Perth adventure departing 20 Feb; a Perth to Cape Town cruise departing 13 Mar; a 15-day Cape Town to Rio de Janeiro voyage departing 03 Apr; and a 16-day Rio to Miami cruise departing 18 Apr.

More information in today's issue of **Cruise Weekly** and at [wiltrans.com.au](http://wiltrans.com.au).

## SIA's suite redemption

**SINGAPORE** Airlines is now allowing frequent flyer members of its KrisFlyer loyalty scheme to redeem points for the suite product aboard its A380 flagships.

The long-awaited move sees SQ now allowing KrisFlyer and PPS Club members redeem all award types in all cabin classes across the SIA network, with Suites categorised together with First Class award levels.

Other changes will see all Saver Awards now valid for one year instead of six months, with the carrier also advising of an increase in Standard and Full Award levels for First Class, which will also apply to the Singapore Airlines Suites.

Existing First Class award levels will be honoured if booked up to yesterday and ticketed by 12 Dec.

## Pullman Port Douglas

**ACCOR'S** Pullman Hotels are now Australia's biggest five star hotel brand, after this week's rebranding of the former Sea Temple properties in Port Douglas and Palm Cove as Pullman Sea Temple Resort & Spa properties.

Accor chief operating officer, Simon McGrath, said the Tropical North Queensland properties would benefit from being part of the now ten-strong Pullman brand, with the company aiming to grow the conference and incentive market into the region as well as domestic and international leisure business.

## WIN A TRAVEL PACK



Every day this week **Travel Daily** is giving one lucky reader the chance to win a Corban & Blair Travel Pack, valued at \$65 each, courtesy of **Travel Trade Recruitment** - the recruitment specialists for the travel industry.

Travel in style with these luxury handmade genuine leather wallets and luggage tags. Keep organised & never lose your luggage with these lovely Corban & Blair products!

To win this great prize, be the first person to send in the correct answer to the question below to: [ttrcomp@traveldaily.com.au](mailto:ttrcomp@traveldaily.com.au)

## List 2 benefits of temping with Travel Trade Recruitment

Hint! Visit [www.traveltradejobs.com.au](http://www.traveltradejobs.com.au)



Congratulations to yesterday's lucky winner, **Tracey Tabe of Flight Centre**.

## Hurtigruten Antarctic Peninsula Expeditions

Experience Antarctica with the world leaders in expedition cruising, Hurtigruten, and **Save up to 35% on select 2012/13 voyages!**

From just \$4,943\* pp/twin share for the 10 Day Classic Expedition including return flights between Buenos Aires & Ushuaia! Or our 13 Day Weddell Sea Expedition from just \$6,428\* pp/twin share

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\*Prices based on guaranteed inside cabin, are inclusive of the 35% Last Minute Saving on select voyages between 02 Jan & 13 Feb 2013. Last Minute Fares are strictly limited and may be withdrawn without notice. Travel Agent License: 2TA06929 (Discover the World Marketing Travel trading as Discover the World Cruising)



# 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](mailto:appointments@traveldaily.com.au).

**Fantasea Cruises** has appointed **Richard McKisack & Kandi Chang** as its Sydney-based Sales & Marketing Team. Chang has been tasked with the development of the Asian Pacific market, while McKisack will build the Domestic and Western International market for the luxury charter firm.

Perth-based **Traveltalk** has named **Jon Underwood** as its new managing editor, alongside **Deborah Dickson-Smith**, who assumes the title of online editor. Dickson-Smith takes the role held by Hayley Buellens, while Underwood moves from his previous position at Golf Vacations.

**Outrigger Twin Towns Resort** on the NSW/Qld border has promoted **Leah Matters** to the position of General Manager.

Filling newly created roles in the Marketing team, **Deana Marrocco** has joined **Creative Holidays** as its new Senior Head of Marketing, bringing many years experience with some of Australia's most recognised brands and corporations. Also new to the team is **Nicole Wyllie**, who has been named to the position of Digital Marketing Manager.

**Tourism Tasmania** has appointed **John Fitzgerald** as its new CEO, who moves from a similar role with tourism bodies in the Northern Territory, Sunshine Coast & the Sustainable Tourism Cooperative Research Centre.

Three new board members have been appointed following **Sunshine Coast Destination Ltd's** annual general meeting. **Mark Skinner, Fraser Green** and **William Darby** will join seven other directors and each bring considerable business acumen to help drive further growth to the region.

Rejoining the team at **Pure Tasmania**, **Paula Catchpole** will manage the Public Relations & promotions program for the state tourism organisation.

**Noel Harvey** has been appointed to the role of Independent Chairman for the **Daylesford & Macedon Ranges Regional Tourism Board**.

At its annual general meeting last week, **Tourism Hunter** named **Will Creedon** as its new chairman. On the company's board, Creedon will work alongside fellow directors Tamara Young, David Nye & Simon Glover.

Tasked with driving the hotel's MICE presence and to oversee the hotel's wedding, meeting and catering operation, **Crowne Plaza Hunter Valley** has promoted **Allison Rosemond** to the role of Meetings Director.

**Contiki** has welcomed **Toni Ambler** as its new Head of Marketing. Ambler will relocate to Australia for her new role, moving from the position of Global Brand Manager for the company, which was based in London.

**Karen Conlon** has joined **Orient Express' Trains and Cruises Collection** as its new Director of Sales for the Australian and New Zealand market. Conlon will oversee the development of all sales and marketing activity for the group's range of high-end rail & cruise experience operations.

**Mohd Roslan Abdullah** has been appointed to the role of Director at **Tourism Malaysia Australia**, tasked with growing visitation to Malaysia.

Luxury Fijian resort **Laucala Island** has appointed **Kurt Wachtveitl** as its Global Advisor. Wachtveitl brings more than 40 years experience with the Mandarin Oriental Hotel Group to his new role.

After an extensive recruitment process, Bali's **Ayana Resort and Spa** in Jimbaran has named **Ed Linsley** as the property's new General Manager.

**Sonya Lowry** has been appointed to the Advisory Board of the **Global Business Travel Association**, tasked with boosting the GBTA's presence in the energy and resources sector. Lowry manages a portfolio of over 300 travellers, and brings experience with Marriott Hotels and Flight Centre.

## Travelport kicks AS

**TRAVELPORT** has signed a new agreement with Alaska Airlines, giving Apollo, Worldspan and Galileo users full access to AS published fares and schedules.



## BA's busy day

**YESTERDAY** British Airways hosted not one but two functions, including an event at the BA Cafe in conjunction with Starwood Hotels and Resorts (right).

At the Starwood/BA event Suki Harrison from TravelEdge was the lucky winner of two BA Club World business class return tickets from Sydney to Singapore and two nights at the new W Sentosa Cove, Singapore.

She's pictured accepting her prize from Jamie Cassidy, area gm British Airways with Amanda Frack of Starwood Hotels and Resorts and Neil Ager, regional gm for British Airways.

And **above**, a function later in the day saw BA welcome key partners to the Sydney Observatory marquee.



Pictured at top enjoying the hospitality are, from left: AFTA ceo Jayson Westbury; Travelscene American Express ceo Mike Thompson; Jetset Travelworld Limited ceo Rob Gurney; and Digby Warren from Journey Masters.

## Finger-lickin' JAL

**JAPAN** Airlines has taken an unusual twist in the trend of carriers signing celebrity chefs, announcing a new partnership with none other than Colonel Sanders himself.

Under the arrangement with Kentucky Fried Chicken Japan, paw will receive a KFC Original Recipe two-piece chicken meal on flights from Tokyo Narita to New York, Boston, Chicago, Los Angeles, San Diego, London, Paris and Frankfurt.

Disappointingly the in-flight secret herbs and spices won't be offered on JAL flights to Australia.

## Happy MSC holidays

**MSC** Cruises has released a series of festive bonuses for passengers who book a cruise during the holiday season.

Clients can choose one of three add-on gifts: a cabin upgrade, an on-board credit or a drinks package, with the offers available for new bookings made between 01 Dec and 15 Jan for seven night or longer cruises travelling from 23 Mar.

Prices lead in at just \$609pp twin share, and the Pick your Gift upgrade doesn't apply to balcony suites or the MSC Yacht Club.

## EIBTM Barcelona deal

**THE** organisers of global MICE industry expo EIBTM have confirmed that the event will continue to be held in Barcelona's Fira Gran Via until at least 2016.

# MH thanks the industry



**ABOVE:** Last night Malaysia Airlines thanked key travel industry supporters for their work during the year, hosting a festive season function in Sydney.

Pictured above from left are Julia Loong, MH marketing manager; Dennis Alysandratos, Consolidated Travel; Gabi Vicari, Malaysia Airlines sales manager; and Amol Virkar, Sydney Airport Airline Marketing Manager

Aviation Services.

Lots more pics on our website and at [facebook.com/traveldaily](http://facebook.com/traveldaily).

## Far East movement for Rendezvous

**STRAITS** Trading Company (STC), the Singapore-based parent of the Rendezvous Hotel Group says it remains committed to its hospitality arm and current projects, after announcing a major alliance with Far East Hospitality (**TD** breaking news), which operates 17 hotels and serviced residences in Singapore.

Rendezvous is in the midst of a multi-million dollar rebranding initiative to unite the Rendezvous and Marque properties under a single brand, including extensive refurbishments of the Rendezvous Hotel Perth and the Rendezvous Grand Hotel Melbourne.

Under the joint venture, STC and Far East will form a merged hospitality management company which will operate properties owned by both companies.

STC ceo Eric Teng said the partnership will provide "sustainable platforms for growth and value creation both in Singapore and the Asia Pacific".

He said the deal brings together two leading hospitality operators "who will be well positioned to grow and strengthen the Rendezvous brand in Singapore, Australia and the Asia Pacific.

The alliance is set to be finalised early in 2013.

## Excite keeps data safe

**AGENT**-only online wholesaler Excite Holidays has issued a "100% database protection guarantee," under which it undertakes to never directly deal with travel agent clients.

CEO George Papaioannou said this contrasted with rival sites, saying that when agents book on a consumer website via an agent log in "they open the door for their clients to book directly with that site in the future".

 **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](mailto:advertising@traveldaily.com.au)

## Two wheels Europcar

**EUROPCAR** has signed on as the naming rights sponsor for the Santos Tour Down Under, which is scheduled to occur in Adelaide from 20-27 Jan next year.



**Travel Daily**  
First with the news

Thursday 29th Nov 2012

## GROW A MO AND WIN A CRUISE

**Cunard** in conjunction with *Travel Daily* is supporting Movember and is urging the industry to take part in the charity event.

The Movember event raises awareness and funds for men's health issues, such as prostate cancer & male depression, by encouraging people to sport a moustache and get sponsored.

Guys can take part as a Mo' Bro by grabbing some colleagues and registering a team and girls can help out as a Mo' Sis and posing with a mo (see the website for more details).

**WIN THE MAJOR PRIZE:**  
**Three-night voyage on *Queen Mary 2***

1. Register your details at <http://au.movember.com/>
2. Email your individual or team name to: [mocomp@traveldaily.com.au](mailto:mocomp@traveldaily.com.au)
3. Grow some impressive facial hair or buy/make a fake mo.
4. Send in photos to feature on the *Travel Daily* website, with the link to your mo' page.

[Click here for more details and Terms & Conditions of the competition](#)



## New Sun Int'l hotel

**AFRICAN** hospitality operator Sun International will open a new hotel in Jan 2013 located in the Johannesburg business district of Sandton.

The Maslow Hotel (formerly the Grayston) will feature 281 guest rooms, an Africology Spa and a conference centre with 13 meeting rooms.

## President sails Croatia

**BEYOND** Travel has introduced a new small ship - *MS President* - for the 2013 season, which will sail eight-day Adriatic Sea voyages alongside the *MS Adriatic Pearl*. More info 1300 363 554.

## Asia & Domestic on up

**INTERNATIONAL** visitation from China is so strong, it is masking the contraction of some traditional source markets, according to the latest Tourism and Hotel Outlook survey by Deloitte, released today.

The report added that other Asian markets such as Indonesia and India both continue to grow, while the weakening of the AUD is increasing in importance to stabilise slowing visitation rates from the UK, Europe & USA.

From the hotel perspective, domestic visitation levels has all but returned to pre-GFC levels, with occupancy rates up 1.1% to 65.9%, with average room rates tipped to reach \$164pn by 2015.

*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](http://www.traveldaily.com.au).

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**Travel Daily Group:**

## HOT ROLES OF THE WEEK

### Senior Corporate Travel Consultant X 3 – Sydney

- ✓ Tired of face-face consulting, late nights, week-end work and chasing sales? It's time to move!
- ✓ Take the next step in your career and join a leader in Corporate Travel management.
- ✓ Strong GDS and fares knowledge a must.
- ✓ Modern office space, Monday to Friday only!

Contact Jessica Tsolakis on 02 9231 6444  
or email [jessica@tmsap.com](mailto:jessica@tmsap.com)

### Senior Corporate Consultant – Sydney

- ✓ Thriving Corporate Travel Company.
- ✓ Managing travel for VIP clients
- ✓ Fun, Innovative and friendly team and management environment.
- ✓ Excellent salary on offer.
- ✓ Great company perks.

Contact Sharon Moss 02 9231 6444  
or email [sharon@tmsap.com](mailto:sharon@tmsap.com)

### Corporate Travel Manager – Brisbane

- ✓ Do you nurture and motivate your team?
- ✓ Are you respected in your role?
- ✓ This role is for Managers not Team Leaders
- ✓ You won't be consulting in this role
- ✓ We want highly motivated Managers to work in this busy, fast-paced environment

Contact Alex Sleba on 07 3221 9916  
or email [alex@tmsap.com](mailto:alex@tmsap.com)

### Senior High-End Leisure Consultant – Sydney

- ✓ Well established boutique agency.
- ✓ Work with an excellent product range.
- ✓ Specialise in luxury travel for VIP clientele.
- ✓ Manage the booking process end-end.
- ✓ Cruise knowledge is preferred.
- ✓ Regain your weekends, Mon – Fri only!

Contact Marie Anderson on 02 9231 6444  
or email [marie@tmsap.com](mailto:marie@tmsap.com)

### Airline Temps Exclusively with TMS – Brisbane

- ✓ Exciting 4 month contract roles
- ✓ Work for a booming & growing airline
- ✓ This starts straight after Christmas
- ✓ GDS essential, Sabre or Galileo preferred
- ✓ Fast learners and service minded consultants
- ✓ Applications close Friday 30th November!

Contact Alex Sleba on 07 3221 9916  
or email [alex@tmsap.com](mailto:alex@tmsap.com)

### Tender / Proposal Coordinator – Sydney

- ✓ Leading Corporate Travel Company.
- ✓ Excellent Salary – Up to \$65k + super.
- ✓ Sit within the Corporate Sales team.
- ✓ Management of the RFP database.
- ✓ Project manage the bid process and act as the key contact for this internal tender process.


Contact Sally Frape on 02 9231 6444  
or email [sally@tmsap.com](mailto:sally@tmsap.com)


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## CONTINUE MOVING YOUR EXECUTIVE CAREER FORWARD WITH AA

### ANALYST AND REPORTING SUPERSTAR NEEDED COMMERCIAL ANALYST MANAGER –MAT LEAVE SYDNEY –PACKAGE TO \$110K

Bring your analysis, reporting and management skills to this great mat leave role. You will be managing the analysis and reporting of this company's commercial performance. You will have exceptional excel skills, hands on reporting experience, and have strong people management experience. You will be working closely with key internal stakeholders so a high level of communication is required

### MOVE TO ASIA IN 2013

#### REGIONAL OPERATIONS MANAGER –ASIA HONG KONG – EXCELLENT SALARY PACKAGE

This rare opportunity with a Global travel provider will see you working on high profile accounts. Your role will be to ensure service consistency, continuous improvement and driving operational projects. You will be a senior operations manager with exceptional people management skills and the ability to question current practices to seek improvement. A great salary with a relocation package is on offer.

### LEAD FROM THE FRONT

#### CORPORATE TRAVEL TEAM LEADER BRISBANE – SALARY PACKAGE TO \$85K

Take the lead role within a brilliant travel operation, bringing your corporate knowledge and leadership skills. We're looking for someone who can manage workflows, statistics, KPI's and staff appraisals. You'll be a flexible 'can do' leader who is able to lead by example. This is a hands off consulting role. Your positive approach and knowledge will bring a breath of fresh air in to the team and secure your future

### THE HUNGER AND THE PASSION FOR SALES

#### CORPORATE BUSINESS DEVELOPMENT SYDNEY - SALARY PACKAGE OTE \$100K+

This role will set your pulse racing if you enjoy hunting for new business, developing a pipeline, building new relationships, delivering great pitches, negotiating deals and winning! If you're self motivated and enjoy seeing the fruits of your labour turn in to profits in your pocket, get on board this growing corporate agency and don't look back. You'll be joining a successful team and a fun working environment

### SITTING ON A GOLD MINE

#### CORPORATE SALES MANAGER PERTH - SALARY PACKAGE OTE \$100 +

Capitalize on this great opportunity with this leading corporate agency. You will be highly motivated to perform with a keen hunter mentality and the ability to surpass goals and objectives. With your proven skills in lead generation and negotiation skills you will be able to take advantage of this booming market If you have a strong network in WA for business travel. Ring and enquire today.

### ACCOUNT MANAGERS EAST AND WEST

#### CORPORATE ACCOUNT MANAGERS X 3 SYDNEY & PERTH– SALARY PACKAGE TO \$85k + INCENTIVES

You will have the skills and knowledge to drive solutions for your clients improving expenditure and creating a lasting impression which will retain clients for the future. As a master of building relationships you will know how to develop those key connections and gain their trust in your ability to do the best for them. Be rewarded with a great salary and stable work company that see growth year on year.

### LEADERSHIP ROLE IN THE CAPITAL

#### CORPORATE TRAVEL SUPERVISOR CANBERRA– SALARY TO \$70K PLUS BONUS

Work for this TMC assisting on a large government account. You will assist the manager with daily duties including staff supervision and client enquiries; a big focus of this role is consulting so you must come from a hands on consulting background. If you are currently a 2IC and want to take the next step in your career this would be the perfect opportunity for you. Top salary on offer.

### JOIN THIS BOOMING SECTOR OF THE INDUSTRY

#### OPERATIONS MANAGER (CRUISE) SYDNEY – SALARY PACKAGE \$100K+

This role is now available as a result of exciting growth within this large organisation. As an Operations Manager for this growing division your skills & experience will be drawn upon to shape the future of the business as it grows. You'll need experience managing large teams, implementing procedures, call centre background; good knowledge of cruise product would be an advantage.

## AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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[www.aaappointments.com](http://www.aaappointments.com)





## Finding talent within the Australian Travel Industry

### Senior Travel Consultant

**Brisbane - \$40-50k + Super + Comm - Ref 2551B**

Only the best will do! Are you an experienced Travel Consultant? Can you book a wide array of travel products including multi stop and long haul itineraries? This much loved travel company need a new member to join their friendly team. Reward your hard work with a commission structure, fantastic perks and benefits and a great team environment. This position is guaranteed to be snapped up, so if you have solid CRS skills and worldwide knowledge, do not delay and apply today!

**For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)**

### Specialist Travel Consultants

**Sydney - \$DOE + Super (\$100K+ OTE) - Ref 352**

If you have a passion for either Asia, South Pacific or Latin America, with at least 1 year travel consulting experience, I would love to hear from you! The office environment within this well respected travel company is friendly and fast paced, and the opportunity to earn commission is awesome. You just need to want it! You will have GDS experience and have sold each destination extensively and hopefully travelled there.

**For more information, please call Lynsey on (02) 9113 7272 or click [APPLY](#)**

### Africa Travel Specialist

**Melbourne - \$DOE + Super + Targets - Ref 322**

Do you know the big 5? Can you sell Kruger and Serengeti National Parks? If you are passionate about selling Africa and have travel consultant experience, then I want to hear from you. You will have second to none customer service skills and ability to meet the demands of high end clients. You'll be fluid in a GDS and have great attention to detail. Build tailor made itineraries and look after a booking from beginning to end. Sound like you? Call me today!

**For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)**

### Corporate Travel Manager

**Perth - \$50-60K + Super - Ref 347**

Are you a Corporate Travel Consultant with a drive to aim higher and step up the career ladder? An experienced Corporate Consultant is needed with at least 1-3 years experience in a similar role. You must be able to issue your own tickets and used a GDS (Amadeus preferred). The ideal candidate will offer good customer service both over the phone and face to face. Work Monday to Friday only. May also suit a Senior Retail Consultant with ticketing experience.

**For more information, please call Joana on (02) 9113 7272 or click [APPLY](#)**

### Travel Consultant - Events Travel

**Sydney - \$DOE + Super + Perks - Ref 332**

Seeking a dynamic, switched on consultant to join the exciting fast paced events travel world! You will work with all manner of clientele, including high end and large groups. You will need a solid background of at least 3 years in the travel industry and experience with groups and/or events travel. Corporate Consultants would thrive in this role. Excellent salary for the lucky and right consultant. Offices are modern and friendly and the team are bright and welcoming.

**For more information, please call Lynsey on (02) 9113 7272 or click [APPLY](#)**

### Product Loader - Temporary Role

**Sydney - \$Excellent Rate Per Hour - Ref 0353**

Now is the time to apply to work in this fantastic temporary role and earn some extra cash in time for the Silly Season! If you are looking for a fantastic temp role, Monday to Friday, and have experience in loading for the Calypso system, this is the role for you! This well established and respected company is getting ready for the busy season and needs experienced temp staff. Ideally you would be available now till Christmas with the opportunity to extend into the New Year!

**For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)**

### Cruise Consultant

**SE Melbourne - \$45K + Super + Commission - Ref 321**

Are you a travel expert with outstanding customer service skills? If you have used a CRS system and have excellent worldwide & cruise knowledge, I want to hear from you today! This family run travel company located in the South East is looking to expand their small and dynamic team. You will work to team targets and take incoming calls. As a successful candidate you will get the industry perks and an opportunity to progress within this reputable company.

**For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)**

### Reservations Consultant

**Perth CBD - \$DOE + Super - Ref 330**

To all Reservations Consultants in Perth! Join this fun team and work Monday to Friday!! Located just 5 minutes from Perth CBD, this reputable and expanding company seeks an experienced Reservations Consultant. You will sell worldwide destinations and use your outstanding customer service skills to convert bookings. You will have at least 1 year experience within an Australian Travel company and have used a GDS before. Call me today for a confidential chat.

**For more information, please call Joana on (02) 9113 7272 or click [APPLY](#)**

Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
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