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Thursday 4th October 2012

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New TMS Asia-Pac gm

TRAVEL recruitment firm TMS Asia-Pacific has appointed Helene Taylor as its new General Manager Australia.

She replaces Sally Matheson, who had been in the TMS gm Australia/NZ role for just over 12 months (TD 13 Sep 2011), in turn taking the place of Fujio Shibata who ran the business from early last year (TD 27 Jan 2011).

More industry appointments on page six of today's TD.

Changes afoot for ETA/APP

THE Federal gov't has outlined plans to improve the Electronic Travel Authority (ETA) & Advance Passenger Processing (APP) border management systems with a "strategic partnership" between it and the travel industry planned.

Details were revealed in a govt Request for Expression of Interest (REOI) for "suitably qualified" organisations able to provide "solutions & services to enhance the ETA & EPA capabilities."

ETA was adopted in 1996 as a 'visa like instrument', available to certain applicants online, but the majority (85%) of applications are made via travel reservation systems used by 300,000 agents worldwide, as well as 87 airlines.

Annually, about half of the 4.5m application lodgements are made via ETA, 32% through paper visa applications and 19% online.

The Department of Immigration & Citizenship is after solutions to provide travellers with the ability to apply for & give notification of an ETA, and for airlines to provide APP details to the department - the first of a two stage process.

A Request for Tender (stage two) will be requested at a later date.

The REOI says the wide-reaching deal will see the provider offer services to the dept by "enabling wider travel industry access to departmental processes," such as

supplying advance pax info prior to a traveller's arrival at security.

Planned enhancements will offer links to the travel agent, airline & carrier booking systems, various departure control systems and operational systems of airlines servicing Australia.

The REOI also indicates that in time, all ETAs will attract a service fee regardless of whether they are obtained via the department's website "or an industry channel."

Currently, APP is used by 15m air passengers and 500,000 cruise passengers arriving into Australia annually (increasing by 5% per year) and, generally, ensures only correctly documented passengers travel to Australia.

A single solution from potential suppliers for both ETA and APP is preferred by the department.

The 115-page document says technology will need to cater for increased volumes, complexity & diversity of travellers in the future, with biometric data collection also flagged.

Expressions of interest close at 2:30pm on 23 Oct 2012.

More at www.bit.ly/ETAreamp.

Scot adds Narita

SINGAPORE Airlines' low-cost long haul offshoot Scot has announced Tokyo Narita as its newest destination, with flights to the Japanese capital to debut as an extension of its existing Singapore-Taipei service.

It will be the only LCC flying between Taipei and Narita, with daily services from 29 Oct.

Scot's Tokyo-Singapore fares start at JPY14,780 and connect to its Sydney and Gold Coast flights.

Emirates lifts Jakarta

EMIRATES will launch a third daily Dubai-Jakarta flight effective from Mar 2013, with the new two-class 777-300ER service offering evening departures from DXB and morning from Jakarta.

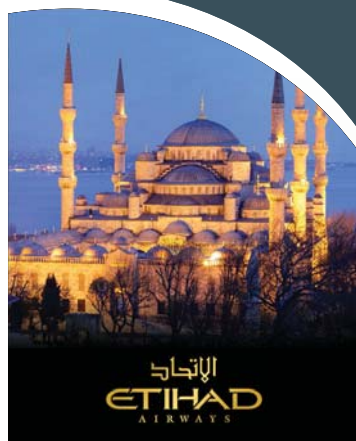
Travel agent GDS screens also show the cancellation of EK's return to Tripoli, with the Libyan capital previously scheduled for a resumption of four weekly flights effective from 29 Oct but the services is no longer bookable.

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Seven Seas changes

PRESTIGE Holdings, the owner of Regent Seven Seas Cruises, has announced that RSSC ceo Mark Conroy will step down from 31 Jan 2013 and become an Executive Advisor to the company.

From that date Kunal Kamlani will expand his role as president of Oceania Cruises to also head up Regent Seven Seas, while Randall Soy will become the group's Executive Vice President of Sales and Marketing.

Qantas opens DXB bookings

QANTAS has released schedules for its proposed flights via Dubai to London, with reservations for the services now available for booking for travel from 31 Mar.

QF International ceo Simon Hickey said that "by releasing our schedules now, travellers can book their trips beyond March 2013 with confidence based on the new Qantas int'l route map".

In an announcement this morning, Hickey also revealed that QF services to Frankfurt would now continue until Oct 2013, while Singapore flights will be retimed to connect better with onward flights within Asia.

The release of the schedules coincided with the news that Qantas and Emirates had withdrawn their application for interim authorisation of the alliance (**TD** breaking news).

Hickey said that the changes to QF's operations did not involve coordination between the airlines

and so did not require a nod from the ACCC, however both QF & EK told the regulator they "may seek to reinstate it at a later time."

"Today's announcement on QF's schedules reflects that Qantas is adjusting its international network regardless of whether its partnership with Emirates is approved," QF said.

Schedule changes include a new seven times per week dedicated Melbourne-Singapore service, four new Sydney-Singapore flights, the cessation of Singapore-London ops (with a BA codeshare option instead) and LHR flights from Sydney and Melbourne to all operate via Dubai.

"Qantas will start initial work with Emirates on its proposed partnership from today," a formal announcement stated.

MEANWHILE, the International Air Services Commission also today confirmed a QF request for 14 weekly DXB A380 flights.

Halal guide to NZ

TOURISM New Zealand has launched a new Halal Guide to NZ in partnership with Christchurch Airport, with the culinary tourism information along with a list of restaurants and cafes offering Halal-classified meals.

TNZ gm Asian Markets, Tony Everett, said that growing numbers of Muslim travellers represented an "enormous opportunity for the New Zealand industry".



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Strategic goes down in Europe

THE European offshoot of defunct Strategic Airlines has reportedly followed Air Australia into bankruptcy.

Details are sketchy at present, but it appears that the owners moved to close the operation down after UK-Greece charter operator Olympic Holidays cut ties with Luxembourg-based Strategic Airlines before the end of the current UK summer season.

Strategic operated three A320s in Europe, and flew some of Olympic's program to the Greek Islands and Cyprus from Gatwick, Manchester and Birmingham.

Olympic Holidays said it "regrets to announce that as a result of information provided by Strategic Airlines it has felt compelled to end its flying contract with Strategic," with flights for the rest of the season to be provided by other carriers.

According to some blog posts, all Strategic crew have been laid off, with the European operation owing significant amounts.

Earlier this year Strategic's Australian operation, which traded as Air Australia, crashed spectacularly stranding thousands of passengers and leaving agents across the country in the lurch.

In their most recent report to creditors, in July this year, the company's administrators KordaMentha said they were continuing to work with the management of the European subsidiary to sell the operations.

KordaMentha was also working with the Luxembourg offshoot to finalise a "resolution on the intercompany loan accounts".

MAS anti QF/EK pact

MALAYSIA Airlines has told the ACCC the number of applications against the proposed alliance of Qantas and Emirates "shows the potentially detrimental effects" the pact will have on competing carriers and consumers.

In its submission filed on 26 Sep (made public today) MAS "humbly urged" the ACCC to decline QF/EK interim authorisation (see pg 2).

Turner keen to Spicer things up

FLIGHT Centre founder Graham Turner is set to further expand his hospitality empire, revealing that he and his wife Jude are looking at opportunities to manage properties under their currently wholly-owned Spicers Resorts and Retreats brand.

"We are interested in properties coming under our management but owned by other people," he said, according to a report in *The Australian* today.

The story also reveals that Turner hopes to develop "world-scale walks" linking some of the Spicers properties, including the Scenic Rim between the Spicers Peak and Hidden Vale resorts.

IHG charges extra

INTERCONTINENTAL Hotels Group yesterday announced Australia's first "electric car charge network," connecting properties across the group with a "new and growing customer segment".

The move saw five IHG hotels in NSW incl Crowne Plaza Coojee Beach, Holiday Inn Sydney, Crowne Plaza Terrigal, Crowne Plaza Hunter Valley and Holiday Inn Old Sydney equipped with electric vehicle charge spots in their carparks or forecourts, provided by the Better Place car charge network and allowing up to two electric vehicles to be recharged simultaneously.

It's part of the government's \$100m *Smart Grid, Smart City* trial, and adds to existing IHG charging points at the Crowne Plaza Melbourne, Crowne Plaza Canberra and the National Convention Centre Canberra.

Window Seat

THE US Forest Service has reopened a popular hiking trail in Washington State's Olympic National Forest, after rangers won a pitched battle with some of the local wildlife.

According to an official release, the Mount Ellinor Trail was formally closed three months ago after several groups "reported being harassed by insistent mountain goats".

Since then, park workers have successfully implemented a so-called "averse conditioning plan" which apparently included shouting at the goats, spraying them with repellent and using paintball guns to frighten the capricious caprines off the path.

APPLE'S new iPhone 5 is the latest hot travel accessory - but a British designer has gone a step further with a special "blinged-out" version.

Stuart Hughes is offering a limited edition of just 100 of the funky gadgets, each priced at £21,995 (about A\$35,000).

The ultimate iPhone starts with the 64GB version of the handset, which is then retrofitted to replace the original chassis with solid gold.

The rear section also features the Apple logo complete with 53 "flawless diamonds" (below).



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PRINCESS ACADEMY
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MCVB record result

THE Melbourne Convention + Visitors Bureau has reported a 62% jump on business events targets for the 2011/12 FY.

MCVB secured 210 overseas and national business events for Victoria, delivering an estimated economic impact of \$361m.

Yesterday, MCVB chairman Chris Barlow confirmed Melbourne would host the International AIDS Conference in 2014, expected to lure 14,000 delegates to the state and generating approx \$80m.

CX signs with Sabre

CATHAY Pacific has signed a new multi-year distribution agreement with Sabre Travel Network, covering live access to all fares, content, schedules and inventory including CX web fares.

Sabre's relationship with Cathay also includes use of the AirCentre Flight Plan Manager and Movement Manager, Sabre AirVision Revenue Integrity and Qik Development Tool "to improve the airline's operational efficiency and optimise its revenue".

Brazil now sees TNLA

TOURISM Australia has rolled out its *There's Nothing Like Australia* campaign in Brazil during the opening ceremony of the Brazilian Tour Operators Association gathering.

The event is a leading South American travel trade event, this year held in Sao Paulo.

OETG Express Cruises

ORIENT Express Travel Group today launched a new Express Cruise platform, featuring sailings, deck plans, destination & route information from 44 cruise lines.

It aims to improve search, quote and booking processes for Select & 1Independence agency groups.

Topdeck US famil

TOPDECK Travel is offering ten seats on its upcoming first ever US educational as part of an incentive valid for sales between now and the end of Nov.

Each Topdeck passenger booked offers an entry in the draw.

Race that stops UAE

THE Victorian Govt has kicked off "Victoria Week" as part of a trade mission to Dubai, the wider UAE and North Africa, with the showpiece being the Emirates Melbourne Cup horse race trophy.

Aussies pretty clued in to Peru



PERU is on a major mission to prove that it is more than just a backpackers paradise.

The Latin American country, in Australia for roadshows says it now caters for the luxury market as well as the budget sector.

Last night it hosted a quiz and trivia night in Sydney, attended by more than 100 agents, with many prizes won for knowledge on Peru.

"Peru is really popular with Aussies - we've had a 23% rise in numbers from down under in the first half of this year, a record out of this market", according to Manuela Neilsen, PromPeru Australian representative.

But she told **TD** that many travellers aren't really aware that Peru offers an upmarket product and "we want to change that

image," Neilsen said.

"Most off the big hotel chains such as Starwood Luxury Collection, Westin, Hilton and Orient Express are now there, and JW Marriott has also just opened in Peru," she told **Travel Daily**.

"Further, there are luxury river boats on the Amazon; there's also luxury train travel and for those who love trekking, there are luxury lodges along the way".

The Peru roadshow event ended with an exclusive special performance by Novolina, a contemporary afro-Peruvian band.

Pictured at last night's event from left is Praful Albuquerque, Natural Focus Safaris; Lauren Maloy, Flight Centre; Manuela Neilsen, PromPeru and Tony Mota from Adventure World.

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Motel 6 settlement

ACCOR has finalised the sale of the Motel 6 / Studio 6 property chain for the sum of US\$1.9b, allowing the company to reduce its adjusted net debt to the tune of €780m.

The chain, which comprises more than 1,100 properties in the US and Canada, or 107,000 rooms, was sold to an affiliate of the Blackstone Real Estate Partners VII Group (**TD 23 May**).

Anvers expansion

TASMANIAN tourism yesterday received a boost after the House of Anvers boutique chocolate factory in Devonport opened a new conservatory, funded in part by a \$110,000 T-QUAL Govt grant.

The conservatory will offer improved seating, chocolate master classes & demonstrations.

Better US/Russia visa

RESTRICTIONS on US citizens obtaining Russian visas have been reduced, allowing Americans to now stay for up to six months, and valid for up to three years.

Previously, Russian visas were limited to two entries and a single stay of one month, and required an official govt-issued document.

To be eligible, US tourists need to provide a voucher from a tour operator or a letter from a host when applying for the new visa.

UA UK/Ireland boost

UNITED Airlines will inaugurate five-times weekly flights between Chicago and Shannon, Ireland from 06 Jun to 26 Aug 2013, subject to government approval.

A third daily service between London Heathrow and Houston will also operate from 30 Mar.

Hilton Rio de Janeiro

HILTON will introduce its first Hilton branded property in Rio De Janeiro in 2014, with the 298-room property opening ahead of the World Cup.

Wholesalers behind the bar



THE clean-up has just finished at Rarotonga's "Whatever" Bar after this group of wholesale res staff took the libation supply hostage on the final night of a week-long famill to the idyllic Cook Islands, courtesy of Cook Islands Tourism.

For a calm, serene and utterly relaxed holiday destination, the group had a jam-packed itinerary involving activities such as 4WD tours, lagoon cruising, diving and boosting the local economy with plenty of time for shopping.

Pictured above firmly in control of activity behind the bar, from left in the back row is Goran Dragicovic from Select Vacations and Philip Lark, Adventure World.

Front row: Rebecca Smith, Creative Holidays; Susie Lloyd-Smithe, Cook Islands Tourism; Felicity Hooper, Pinpoint Travel; Inger Paez, Stamatia Anast and Melissa Ioculano, Qantas Holidays / Viva! Holidays.

Bar owner Tiri is firmly being restrained by the group at right.

LAN begins 787 flights

LAN Airlines has commenced operation of its Boeing B787 Dreamliner, yesterday operating its maiden service between Santiago and Buenos Aires.

The carrier has also announced plans to fly its Dreamliners to Los Angeles beginning from Jan 2013.

JTB Japanese courses

JTB Travel has advised its free basic Japanese language course will next occur on 17 Oct from 4-6pm in Melbourne & Sydney.

The course is offered for pax on itineraries to Japan who spend more than \$1000 on accom & air with JTB - RSVP at 1300 739 330.

GREAT SOUTHERN RAIL Business Development Manager

An exciting opportunity exists for a Business Development Manager, working for Great Southern Rail, based in Adelaide.

We are looking for a passionate and motivated individual to join the GSR team. This position is responsible for managing designated domestic accounts and is accountable for leveraging opportunities and established relationships to ensure growth in revenue. You will proactively manage relevant State Tourism Organisations for jointly funded promotional programmes with designated accounts.

If you have a minimum of three (3) years practical experience in retail agent management, have knowledge and practical experience of retail agent operations including national franchisee organisations and marketing clusters and have a working knowledge of sales systems and processes used to manage key accounts, we want to hear from you!

Closing date: Friday, 17 Oct 2012

If you are looking for the next step, or a new challenge, send us a Cover Letter that outlines your suitability for this position and your CV to,

salesrecruitment@gqr.com.au

THE GHAN



THE OVERLAND



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Travel jobs not high on agendas

RESEARCHERS from the University of Sydney have found more than three in five Australian travellers are failing to seek medical advice or be vaccinated before travelling overseas.

The institute surveyed 2,995 people, with only 30% obtaining medical advice from a GP before travelling, with even less fully vaccinating themselves before visiting an "at-risk" destination.

Dr Deb Mills of The Travel Doctor in Brisbane said those who sought advice were better

placed to avoid illness and to look after their health while away.

"Wise travellers are armed with a medical kit, vaccinations and information to help them stay healthy. Many precautions are simple with the right knowledge," Dr Mills said.

"It's a myth that travelling '5-star' protects you from developing travel-related illnesses," she added.

The research found patient refusal and ill-informed travellers were the top two reasons for travellers failing to be vaccinated.

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HK, QF & FC go well together



FLIGHT Centre's marketing team recently spent four action-packed nights in Hong Kong experiencing the best of the hotspot.

Flown courtesy of Qantas in its

Dominican Starwood

STARWOOD Hotels & Resorts has returned to the Dominican Republic with the opening of the new 124-room Four Points by Sheraton in Punta Cana.

Princess fountains

PRINCESS Cruises' new *Royal Princess* will feature dancing fountains as part of a light and water show on its top deck.

The cruise line has revealed further details of the 3600 pax vessel which will also have a glass-bottomed "SeaWalk" extending about 10m off the side of the ship.

Royal Princess will be the cruise line's biggest ever vessel, and is currently scheduled to debut in Jun next year.

Keystone kids free

KEYSTONE ski resort in Colorado has announced that children aged 12 and under will ski for free during the 2012-13 season, as long as they are staying with their family for two nights or more in resort lodging.

The kids ski free option has no black-out dates and is available on all weekends and holidays.

Also new this year at Keystone is a Burton Riglet Park for tiny boarders aged 3-6 - for more info see www.keystoneresort.com.

WIN A DOUBLE MOVIE PASS

TO ROME WITH LOVE

Every day this week *Travel Daily* is giving one lucky reader the chance to win a double pass to see Woody Allen's



new movie, *To Rome With Love*, courtesy of the **Italian Government Tourist Office** and **Hopscotch Films**.

Full of romance and humour, and set in one of the world's most enchanting cities, this star studded movie is not to be missed!

For your chance to win, be the first person to send in the correct answer to the daily question below to Romecomp@traveldaily.com.au

What country is To Rome With Love set in?

Hint! Watch the movie trailer [here](#)
Congratulations to yesterday's winner **Nikki McMahon**, from **Carnival Australia!**

A380 superjumbo, the group hung their hats during their stay at the plush InterContinental HK and were hosted for their visit by the Hong Kong Tourism Board.

While there, the group filled their plates during the HK Foodie Tour, went for a tour around Kowloon on the Big Bus Tour, boarded an authentic junk boat for a cruise around Hong Kong harbour and managed to fit in a spot or two of shopping.

The group also paid a visit to the Sha Tin racecourse to enjoy the festivities surrounding the Come Horse Racing Tour.

Pictured here in the front row from left is Sam Locke, Sheryll Latham, Brydie McKay, Robert Crack and Christina Kerr.

Back row: Andrew Rattle, Qantas; Chris Bissett and Logan McEwan, Flight Centre and Lisa Lee, Hong Kong Tourism Board.

Copa signs with Sabre

SABRE Travel Network has renewed its GDS agreement with Colombian carrier Copa Airlines, ensuring the continued availability of real-time access to full inventory incl e-ticketing.

Hilton carbon offsets

HILTON Worldwide has launched a new carbon offset program for meetings and events held at properties in Southeast Asia, with the scheme offered to clients at no extra cost.

Climate Friendly will source beneficiaries of the program.

Industry Appointments



For the top travel jobs

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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.

Michael Meade has stepped down from his role as acting chief executive of **Tourism Fiji**, and will be replaced in an interim role by Air Pacific ceo **Dave Pflieger** who will act as executive chairman of the organisation.

Nikko Bali Resort and Spa has appointed **Joy Cartwright** to the role of Director of Sales for Australia and New Zealand. She moves from her current role as DOSM and will be based in Australia from Nov this year. The move is part of a restructure which will also see **Peter Maurice van Peborgh-Gooch** take on the role of Director of Sales and Marketing.

Tony Cullen has been named as **Village Roadshow Theme Parks'** new Manager - Trade and Tourism, reporting to head of sales Annette Pearce. Cullen's industry experience includes roles with Tourism Capricorn as well as with Rydges Oasis and Capricorn Resort.

Destination Queenstown has appointed **Christiana Zhu** as trade marketing executive, alongside **Charlie Curel** as Online and Market Insights Executive. The organisation has also named **Tracey Maclaren** as its Queenstown Convention Bureau Manager on a one year maternity cover contract.

Pan Pacific Hotels Group has announced the appointment of **Keren Southgate** as Area Director of Sales Oceania. She will be responsible for the overall sales performance of the group's local properties including Pan Pacific Perth and the PARKROYAL hotels in Parramatta, Darling Harbour and Melbourne Airport. She was previously GM Sales for Staging Connections and has extensive industry experience with Sebel & Citigate and the Melbourne Convention and Visitors Bureau.

The Global Business Travel Association has added **Indriyajit Sethi** to its Asia Advisory Board. Sethi is vice president of Group Strategic Sourcing for Indian industrial giant the TATA Group.

Jessica Playford has been appointed as manager of publicity and PR at the **South Australian Tourism Commission**. She moves from her previous role as manager of public relations for Great Southern Rail.

Cox & Kings has appointed **Scott Wiseman** as head of its operations in the Americas. He'll be based in Los Angeles, and takes on the role vacated by Thomas Stanley who recently stepped down. Wiseman was previously president of Abercrombie & Kent USA.

Matt Taplin has been named as Senior Vice President of Resort Operations and Property Development for **Wyndham Vacation Resorts Asia Pacific** and the **Wyndham Hotel Group**. He was previously vice president of operations for Millennium & Copthorne Hotels NZ.



Euro rail extensions

INTERNATIONAL Rail has advised of additional Thello rail services between Paris, Milan and Venice, with advance purchase fares on sale from Oct with Trenitalia.

JTN cast an eye on CZ's offering



THIS group of Jetset Travelworld Network agents were promoted to aircraft inspector roles for the day as they were given a chance to check out one of China Southern's A330-300 aircraft.

The Airbus aircraft is one of the jets that flies one of the thrice weekly services to Guangzhou and on to London, known as the Canton Route, which will become a daily operation from 28 Oct.

China Southern offered the walk through opportunity to provide the group with a chance to view the carrier's check-in procedures and sample the inflight offerings.

Prior to the inspection, the group

were treated to a sumptuous dinner at the Terrace Bar and Restaurant at Sydney Airport.

While onboard the aircraft, the team also met with Stephanie Laura, one of CZ's new Australian-based cabin crew.

The group is pictured above following their inspection, from left, Leslie Wright, Travelworld Woy Woy; Lena Pretlove, Travelworld Woy Woy; Bernice Zhang and Charmaine Wong from Ananda Travel; Stephanie Laura, China Southern Airlines; Anesha Mohanan, China Southern Airlines; Candy Ledinek, Queen Tours; Rochelle Bird, Travelworld Hornsby; Madeline Pantazis, Majestic Travel and Lisa Gair, JTN.

AC joint cooperation

AIR Canada will integrate its planned low-cost carrier into Air Canada Vacations, its existing tour operator and wholesale business.

The new LCC is currently slated for a Jun 2013 debut and will be used to design and promote travel packages leveraging off existing marketing and distribution channels already operated by Air Canada Vacations.

Don't fold on QF/SAA, ACCC urged

THE International Air Services Commission has been urged to "uphold the courage of its convictions" and enforce the termination of the codeshare arrangement between Qantas and South African Airways.

A confidential submission from a member of the public to the IASC probe into the deal says that the continuation of the pact would see the public subject to an "unfair monopolistic arrangement" and says the IASC Board should resign because it's proposing to allow the codeshare to continue.

Qantas has also made a further submission to the enquiry, saying it has "serious concerns" about some of the statements made by the IASC in its recent draft

determination (TD 17 Sep) which proposes that the codeshare deal continue until 31 Dec 2014.

QF insists that the South Africa route would not be commercially viable without marketing home carriers at each end, particularly for leisure traffic, and also says that after 2014 it is unlikely that growth rates will support two carriers offering direct parallel services between the countries.

The Qantas submission also rejected any contention by the IASC that it does not engage in "vigorous competition" with SAA.

It claims that the IASC appears to "almost wilfully misunderstand the circumstances of the code share and the commercial realities of managing a committed inventory block".

WIN a unique trip for two to Austria

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During October, the Austrian National Tourist Office, Austrian Airlines, Rail Plus and *Travel Daily* are giving readers the chance to win a trip of a lifetime to Austria. Browse unique.austria.info for more than 250 "Unique Experiences", pick your favourite 3 and put together your dream itinerary.

The prize consists of:

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For example: [Learn to waltz](#) at Vienna's best address, dive into a glittering subterranean world in [Swarovski Crystal Worlds](#) near Innsbruck, listen to Haydn's music at the [Esterhazy Palace](#), or experience the magic of [Christmas in Salzburg](#) - the choice is yours!

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Browse unique.austria.info for more than 250 "Unique Experiences", pick your favourite 3 and tell us in 50 words or less why these make up your dream itinerary. Send your response to ANTOcomp@traveldaily.com.au



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Austrian  Austrian National Tourist Office 

 **Supplier Updates**

WELCOME to *Supplier Updates*, *Travel Daily's* new regular feature.

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SPEAK TO THE EXPERTS AT AA FOR YOUR NEXT EXECUTIVE ROLE!

LEAD FROM THE FRONT

CORPORATE LEISURE TEAM LEADER

SYDNEY – SALARY PACKAGE OTE \$70K PLUS, PLUS

Opportunities like this have not been around for a while so you will need to move quickly to secure this opportunity. With your previous leadership experience in corporate or high end retail you will be part of a global organization who offers ongoing training, career progression and huge salaries. Leading a team of corporate/ leisure consultants whilst being hands on, you will have at least 5 years experience to be eligible for this role.

ONE FOR THE TRUE HUNTER

CORPORATE BDM

SYDNEY – SALARY PACKAGE OTE \$130 -\$150K PLUS

We're looking for a true "hunter" who relishes in developing relationships and closing the deal. You will be well rewarded here – earning an amazing salary package reflected from what you can deliver. Joining a global organisation offering a long term career and that real opportunity of progression you will not want to miss out. With this leading brand behind you, you'll love being a part of their success.

YOUR CAPITAL CITY IS CALLING

CORPORATE ACCOUNT MANAGER

CANBERRA - SALARY PACKAGE \$100K +

Manage a portfolio of clients with the objective of growing revenues, increasing margins and retaining the business. You need a thorough knowledge of corporate travel as well as the professional communication & negotiation skills needed to deal with people at all levels up to Executives. Move to a growing global brand who celebrates and rewards success and offers long term career development.

A GREAT CAREER PATH IN GDS SALES

ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE TO \$80k

Bring your selling skills and travel industry background to this fantastic organisation and stretch your wings out on the road looking after an existing portfolio of clients. Your role will entail ensuring business is retained while achieving new growth targets. If you have great skills in sales, trade relationships, GDS and product knowledge race in for your chance to join a leading company.

GRAVITATE TO THIS FABULOUS ROLE

KEY ACCOUNT & SALES MANAGER

MELBOURNE - SALARY PACKAGE OTE \$90K+

This role will see you responsible for developing and implementing strategic sales processes to drive business within the wholesale travel sector. Developing relationships with your key client based in Australia and Europe you will know how to develop further sales from this part of the market. Part of this role will see you involved in rate negotiation, competitor analysis and contract performance.

JOIN THIS NO 1 TEAM

PROGRAM MANAGER CONFERENCE & INCENTIVE

MELBOURNE – SALARY PACKAGE DEP ON EXP

Can you deliver unique experiences for your clientele? If so, our client needs you! You will possess a strong background working in the international & domestic conference & incentive market and have the ability to oversee all coordination requirements of program management including client relations, workflow planning & program conception through to conclusion. On site travel reqd

LEAD THIS ADVENTURE TEAM

WHOLESALE RESERVATIONS MANAGER

MELBOURNE– SALARY PACKAGE TO \$65k

Do you love travelling to unique and wonderful destinations? This management role can take you on a journey of discovery every day that you will love coming to work. Overseeing this reservations team in an adventure market company you will need to be able to offer solutions to your team and provide training on destinations. Strong knowledge of Africa & South America is a huge bonus. Management exp a must!

12 MONTH CONTRACT ROLE

WHOLESALE RESERVATIONS MANAGER

MELBOURNE – SALARY PACKAGE \$80k - \$95k

Can you drive a team to perform? Love building high level customer satisfaction? Get your hands dirty making relevant changes here! If you're a dedicated manager who has overseen large teams and can manage call stats, staff training and development while also focusing on building customer satisfaction and being an integral part of the management team this has all you need!

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