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Travel Daily

First with the news

Thursday 18th April 2013

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Garuda resumes London

GARUDA Indonesia will mark its return to London from 02 Nov, opening up yet another option for Aussie travellers to reach the UK and Europe with just one stop.

The resumption of non-stop services between Jakarta-London Gatwick will complement GA's current services to Amsterdam, which operate via Abu Dhabi.

The SkyTeam-elect carrier today opened sales on the five times weekly route, utilising new triple class B777-300ER aircraft accomodating 314 passengers.

Effective Nov, flight schedules between GA's Australian hubs - Sydney, Melbourne and Perth - are being retimed to offer more convenient onward connections, with layovers under 4 hours.

"The launch of direct flights from Jakarta to London is an incredibly exciting venture for Garuda Indonesia," said SWP vice president Bagus Y. Siregar.

He added GA's new 777 aircraft offer pax a premium aircraft together with the award-winning Garuda Indonesia Experience.

The return to Gatwick is part of GA's 'Quantum Leap' strategy as it prepares to join the SkyTeam airline alliance early next year.

Vote now for NTIAs

VOTING for the 2013 AFTA National Travel Industry Awards' Best Supplier and Best Travel Agent close at 5pm tomorrow.

To vote, click on the tabs below:

[Agents click here to vote](#)

[Suppliers click here to vote](#)

Eight pages of news

Travel Daily today has eight pages of news & photos, plus full pages from [:\(click\)](#)

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

Bunnik appointment

ADELAIDE-BASED firm Bunnik Tours has appointed Paul Cook as National Sales Manager, tasked with developing trade sales and building a national sales team.

Cook was most recently Travel the World sales manager SA/NT.

For more of the latest 'Industry Appointments' see [page six](#).



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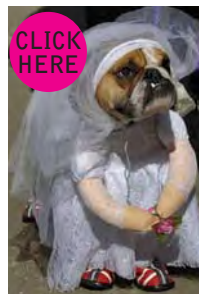
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“National Geographic Orion”

LINDBLAD Expeditions, the new owner of Orion Expedition Cruises (TD 06 Mar) has announced that *Orion* will be renamed to *National Geographic Orion* from Mar next year to reflect the firm’s alliance with the National Geographic Society.

In an update to past passengers issued overnight, Lindblad chief operating officer Joel Katz also flagged significant changes to the product, after a transition period this year during which the companies will “share resources and expertise with a view to establishing a seamless, integrated operation ashore and afloat”.

“Our intention is to augment what is already a top notch operation,” he said.

The ship will clearly target a younger demographic, with the addition of divemasters, undersea specialists and scuba equipment on board for the first time.

Lindblad will also have an on-board “video chronicler” as well as a photography instructor.

“We believe this added focus on the expedition component...will

enhance the operation that you have previously enjoyed, while the standards of accommodation, service and cuisine will remain at the current high levels you have come to expect,” the update said.

Other changes will see a doubling of the ‘pathways’ past passenger discount to 10% from 2014, as well as the introduction of dedicated Sole Occupancy cabins due to popular demand.

“The reaction to the *National Geographic Orion* 2014 sailings [is] extraordinary...despite as yet having only been released to past passengers, the advance bookings have been unprecedented,” Katz wrote, with further updates over the coming months.

Brissie Fraser Suites

FRASERS Hospitality has said Brisbane is on its radar, with the Singaporean Group understood to be eyeing an 18-level office on Albert St in the Qld capital it would convert to apartments or a hotel, the *Fin Review* reports.

Fraser’s currently has properties in Sydney, Melbourne and Perth.

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Windstar expects Tahiti success

TRAVEL The World says the Tahiti deployment of Windstar Cruises' *Wind Spirit* is likely to be a hit with Australian cruisers.

At a function yesterday in Sydney to launch Windstar's 2014 programs, TTW's Michelle Taylor said the luxury ship is the ideal way to explore Tahiti.

And it's very cost-effective too, priced from about \$3000 per

person for a seven night cruise including accommodation, meals and all the other things that come included with Windstar.

That means passengers can experience Tahiti without paying the sometimes expensive prices for meals and accom.

The Tahiti deployment is from May-Sep next year, with regular seven night roundtrip voyages from Papeete.

Taylor said most Aussies are expected to have one overnight pre-cruise, so with 8 days in total and good air capacity it's an ideal luxury break.

Windstar's new billionaire owner, Philip Anschutz, is a past passenger who liked the product so much he bought the company earlier this year - giving the brand a new lease on life, with a major refurbishment program and a doubling of its fleet after it takes delivery of three ships it's buying from Seabourn, starting next year.

Wholesaler for sale

AN unnamed "niche wholesale travel company" has been placed on the market, with an advertisement in today's *Financial Review* detailing an asking price of \$500,000.

The operation is "Sydney-based but could be anywhere," and has "28 years premier market history" offering popular destinations and growth potential.

Confidential details are available from steve@skmurphy.com.au.

MEL-SYD traffic spike

PASSENGER traffic on the Melbourne-Sydney route rose 3.9% year-on-year in Feb, to (not suprisingly) remain the country's busiest domestic route.

More than 650,000 passengers travelled the route during the month, nearly double that of the next most popular city-pairing of Brisbane-Sydney with 328,000, according to the latest Domestic Airline Activity report released by the Federal govt this week.

Nationally, traffic on domestic services was up 0.9%, with 4.38 million passenger movements.

However, figures were slightly askew during the month due to Feb 2012 being a leap year.

MEANWHILE, the Melbourne-Sydney route held on to its title as the world's 5th busiest route for 2012, based on new global travel analysis by Amadeus.

Only the Jeju-Seoul, Sapparo-Tokyo, Rio de Janeiro-Sao Paulo and Beijing-Shanghai routes were busier, based by pax volumes.

Scott drives tourism

TOURISM Australia is tipping the historic US Masters win this week by Aussie Adam Scott will prove a catalyst for Australian golf tourism.

MD Andrew McEvoy said Scott's achievement on the global stage "had the potential to help position Australia as one of the world's leading golf tourism destinations."

TA recently inked a deal with the Great Golf Course of Australia, whils Scott is among TA's list of 'Friends of Australia'.

Tas urges China ready

TASMANIA'S Tourism Minister Scott Bacon has encouraged tourism operators in the state to take advantage of a workshop to help businesses capitalise on the growing Asian market.

Bacon said the workshop, being held on 03 May in Hobart, will provide guidance on "how to reap the benefits" of one of Australia's largest tourism markets.

ALOHA Vote NOW

IN THE NATIONAL TOURISM INDUSTRY AWARDS

Hawaiian Airlines - Best Online Airline (Category 15)
& Hugh Twomey - Best Sales Executive Industry Supplier (Category 27)

Visit the AFTA NTIA Vote link on:
<http://www.afta.com.au/NTIANominationsVoting>

HAWAIIAN AIRLINES

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First W for Israel

STARWOOD Hotels & Resorts will extend the reach of the W brand to Israel with the group announcing it will open the W Tel Aviv - Jafa in the nation in 2015.

The hotel will feature 125 guest rooms & suites, and offer views of the Mediterranean coast.

Starwood expects to have over 60 W hotels open by late 2015.



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NZ/TK codeshare plan

AIR New Zealand and Turkish Airlines have sought to engage in reciprocal codesharing services between New Zealand & Turkey.

The Star Alliance carriers told the US transport regulator they intend to kick off the tighter bond "on or about 01 May 2013."

Australian ports feature heavily on the proposed codeshare, with TK seeking to place its code on flights from Auckland to Brisbane, Sydney and Melbourne, from Wellington to Melbourne and Sydney, and from Christchurch to Brisbane, Sydney and Melbourne.

Other routes the TK code will appear include Los Angeles to London and Auckland.

Air New Zealand will place the NZ code on TK's services from Istanbul to Los Angeles, London Heathrow, Ankara & Hong Kong.

Turkish Airlines currently has a codeshare partnership with Asiana Airlines on the Sydney-Seoul Incheon route and with Thai Airways International from numerous local hubs to Bangkok.

DNSW MTV p'ship

SYDNEY is one of five global destinations to sign on with MTV to be profiled to the TV station's global Facebook audience and online networks.

NSW Minister for Tourism and Major Events George Souris said the deal was "a great honour and confirms the fact that Sydney is Australia's global city and one of the most exciting and desirable destinations."

Destination NSW ceo Sandra Chipchase said the partnership with mtvtravelco.com delivers a highly-visible platform to promote Sydney to the youth travel market.

Sydney will be the only Aussie destination to work with MTV on the project for two years, joining London, New York, LA and Berlin.

Merchandising Platform key for LCCs

TRAVELPORT is taking a concerted effort to reinvent and differentiate itself from competitor Global Distribution Systems through its new Merchandising Platform, Derek Sharp, md, Global Distribution & Sales, said in Singapore yesterday.

Sharp said Travelport concluded years ago it needed to shake up its products & services to remain relevant with the rise of low-cost carriers and ancillary product sales by airlines of all types.

"There was a period of time where our heads were down and we were very inwardly focused," he said.

"Then three or four years ago we decided that we couldn't be the same old GDS."

With its Merchandising Platform (MP), Travelport elected to innovate by allowing airlines to connect through an API rather exclusively via "industry standard data filing protocols such as ATPCO", which most no-frills airlines will not do.

It also consolidates shopping results within the same screen for travel agents.

The UK's easyJet signed up as the launch low-cost carrier while many traditional carriers are also on board.

Damian Hickey, VP Distribution, Sales & Service, said the MP gives Travelport greater leverage in expanding its airline customer base.

"I can assure you that every

significant LCC in this part of the world is in active dialogue with us where previously we would not have been in conversation," Mr Hickey said.

"Low-cost carriers are hitting a glass ceiling in terms of distribution and are now saying 'how can I distribute to travel agents in a more effective and efficient way.'"

The Travelport Merchandising Platform has three modules: Aggregated Shopping, Ancillary Services (both available now) and Rich Content and Branding, which is launching later this year.



Window Seat

THE Travel Industry Mentor Experience has certainly made a big difference in the career of Insight Vacations' Steve Farrelly.

Last night at TIME's new intake event (see page 8), Farrelly told attendees about his experience with the program, and how it has enabled him to meet industry people he would never normally have been able to be in contact with.

He particularly spoke about an encounter with former JTG ceo Peter Lacaze when he was the guest speaker at a TIME event.

"I had a chat with him and he told me about how he had trouble finding senior staff who had both travel industry experience and business expertise," Farrelly said.

Cutting a long story short, Farrelly has just commenced studying for a (costly but worthwhile) MBA degree, and quipped that he'll be sending Peter Lacaze a bill for \$50,000 for planting the seed of the idea.

SFO CityPASS grows

MONTEREY Bay Aquarium has been added to the popular sightseeing/attractions pass - the San Francisco CityPASS.

The new addition is located 2hrs south of San Francisco, and joins Aquarium of the Bay on the pass.



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Flighties visit Middle Earth



AIR New Zealand and ANZCRO recently hosted a group of Flight Centre consultants on a trip to

'Middle Earth' - Rotorua.

The agents visited Hobbiton, enjoyed a Hells Gate mud spa and swam in warm thermal springs.

Pictured on the steps of Bilbo Baggins home, made famous in the *Lord of the Rings* and *The Hobbit* films, from top to bottom are: Mark Pedersen, FC Hornsby; Matt Wood, ANZCRO; Jane Ogilvie, FC Plumpton; Elizabeth Hutchison, Air New Zealand; Puja Nirula, FC West Ryde; Julie Denaro, Escape Travel Macquarie Centre; Kate Turner, FC St Leonards; Belinda Henderson, Escape Travel Tamworth; Victoria Ebert, Flight Centre Top Ryde and Kirsty Osborn, FC Gladesville.

Thanks for nominating Alaska Airlines.

Please vote for us as Best International Airline off-line in the 2013 AFTA NTIA.

Alaska Airlines

Travel Daily

First with the news

Thursday 18th Apr 2013

Oaks long stay saving

GUESTS staying at participating Oaks Hotels & Resorts can take advantage of a 'stay longer and save' promotion, providing lower rates for extended stays.

Rates in Melbourne at the Oaks on Lonsdale are priced from \$162 per night, or at Oaks Lure in Port Stephens from \$89/night, based on a minimum of five nights.

Bookings must be made by 22 Apr, for travel on select dates from now until 30 Jun - info at www.oakshotelsresorts.com.au.

QF route renewals

QANTAS has sought renewal of seat allocations from the Int'l Air Services Commission on the China and Indonesia routes for a further five years.

The Australian flag-carrier has an existing allocation of 2,301 seats per week to China, which it jointly shares with China Eastern, valid until 02 Mar 2014.

QF also has 389 seats per week on the Indonesia route and four weekly pax services beyond Indonesia, expiring 03 Apr 2014.

Travel Daily

on location aboard

Scenic Jewel

Today's issue of *TD* is coming to you from on board Scenic Tours' new *Scenic Jewel* en route from Mainz to Amsterdam.

ONE of the great things about the Scenic product is the many choices of tours on offer.

Today, *TD* experienced the onboard bicycles, with a guided tour of Antwerp, Belgium.

There are 30 bikes on board each ship, in two different sizes: a full sized bike and a smaller foldable bicycle.

All the cycles are electric assisted, with three normal gears and then six levels of electric assistance to help go up hills, or go faster depending how you feel!

The tours have a maximum number of 10 people per guide, so reservations are essential.

In Antwerp, the river Scheldt has no bridges, instead 6 tunnels under the river connect the two sides of the city.

Our bicycle group took our bikes on a lift 31 metres down, to cross the river in the pedestrian/bicycle tunnel. We cycled back to the old city to finish our tour with Belgium's best beer - De Koninck in the picturesque market square.

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Hahn Air changes

HAHN Air Systems, the sister firm of Hahn Air, has activated its 'plug-&-plug' solution, enabling airlines to sell their seats in the GDS using the H1 code.

Queensland unveils Ecotourism Plan

QUEENSLAND has set its sights on being the country's number one nature-based tourism destination, says Minister for National Parks Steve Dickson.

He made the comment after releasing Qld's draft Ecotourism Plan to the public yesterday - a direct result of last year's DestinationQ Forum (**TD** 12 Jul).

"This draft plan recognises Qld's greatest competitive advantage is our unique natural environment," Dickson said, with the state home to 1,300 national parks, marine parks and other reserves.

Tourism Minister Jann Stuckey said the new Ecotourism Plan featured initiatives that support operators to develop products, facilitating new investment,

improving tourism skills "and an overall reduction in red tape."

Queensland Tourism Industry Council ceo Daniel Gschwind said the plan signals "a new direction" for the key ecotourism market.

"It addresses a number of critical issues that have long been of concern to industry including providing commercially viable investment arrangements and a strong focus on best practice operations to deliver quality ecotourism experiences for visitors," Gschwind commented.

The draft Plan is open for public comment until 31 May - view the plan at www.nprsr.qld.gov.au.

New Sunshine trails

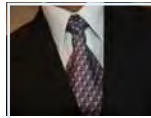
VISITORS to Queensland's Sunshine Coast have two new tourism trails to choose from, designed to showcase "exciting experiences" in the region.

The new options include a Food trail and an Arts/Culture trail at the Eumundi markets - full details at www.bit.ly/SCDLtrails.

AF starts Montevideo

AIR France has commenced tag-on services between Buenos Aires, Argentina and Montevideo, Uruguay effective immediately.

Flights operate five times weekly utilising Boeing 777-200s.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. 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.

Filling a newly created position at **Virgin Australia** is **Merren McArthur**, who has been named by the carrier as its new Group Executive Regional Airlines. McArthur will be based in WA for her new role.

To be based in Tokyo, **Tourism Australia** has this week recruited **Andrew Reilly** to the position of Regional General Manager Japan and Korea.

Daniel Boswell has taken on the reigns as Senior Guest Experience Manager at Crowne Plaza Newcastle. Elsewhere within the **IHG Group**, the Crowne Plaza Surfers Paradise has welcomed **Victoria Thornton** as its new Distributions and Relationships Marketing Executive.

Carnival Australia's multi-brand sales focus continues its development with two new Sales Managers starting this week. **Ryan Taibel** has been installed in his new role to lead the P&O sales team, with **Brett Wendorf** tasked with the same duties for the Princess Cruises team.

TNS Australia has hired **Ed Steiner** to the position of Head of Travel and Leisure. Steiner joins the company having moved from Tourism Australia.

Joseph Di Bennardo will represent all three brands of **McLaughlin Tours** in his role as the company as its new Business Development Manager.

Mantra Group has appointed **Richard Crawford** as its new Development Manager, tasking the Tasmanian with facilitating further expansion from the current 112 Peppers, Mantra & Breakfree properties in the portfolio.

Aiming to drive further growth of the company in the Asia Pacific region, including India and Japan, **Joel Fisher** has joined the team at **TripAdvisor** in the role of Director of Display Advertising Sales, Asia Pacific.

Australia will be one of the new foreign markets focused on by **Michael Steffl** in his new role as Manager of Int'l Sales for **Hapag-Lloyd Cruises**.

Lindy Andrews has started in her new role at **Luxperience** as Director of Sales and Partner Alliances for the luxury B2B roadshow operation firm.



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Hahn Air e-tickets are available in more than 190 countries, using any GDS.

For your chance to win, **provide us with a slogan for Martin our mascot**. Slogan should highlight the benefits of Hahn Air in your ticketing world.

Email your answer to:

hahnair@traveldaily.com.au.

Three most creative entries will win!



Scenic SAM webinar

SCENIC Tours will conduct an information webinar for agents to learn more about the tour operator's recently launched 2014 South America program.

The 45 min webinar will be led by product manager Louise Hill on Mon 22 Apr, commencing at 8:30am AEST/AWST.

Agents can register for the training by registering online at www.bit.ly/STwebinar.

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Virgin 'Global Wallet'

VIRGIN Australia's Velocity frequent flyer scheme this morning announced a partnership with Visa, under which Velocity loyalty cards will also act as a prepaid travel money card.

The move mirrors an initiative announced by Qantas earlier this year (**TD** 20 Feb), with Virgin saying its card will store multiple currencies and allow withdrawals at more than 2 million ATMs around the world, as well as purchases at all locations where Visa is accepted.

Velocity ceo Neil Thompson said the solution was being delivered by global payments specialist Rev Worldwide, with unique features to be unveiled in coming months.

AA taking US routes

AMERICAN Airlines has filed for the "de facto transfer" of all international routes operated by prospective partner US Airways to American and American Eagle.

The latest development comes after confirmation in Feb the US airlines were planning to operate under an integrated model, but continue to operate separately.

AA and US urged the Dept of Transportation to be consistent with past practice and precedent when making its ruling, specifying similar exemptions afforded to Continental Airlines and United Airlines when they merged.

Accor Pinball Challenge is on!

EIGHT competitive travel management companies (TMC's) in Vic/Tas/SA will this month kick off a quest of a new kind - to try to win ownership of a \$6,200 pinball machine from Accor.

The prestigious title of Accor Pinball Champion of the Year is at stake and will see the hotel giant deliver an X-Men Pro Pinball Machine for the use of one of the TMC's for 30 days each.

During this time, employees at each company must try to record the highest score possible, before registering it with Accor prior to the end of their 30 day competition period.

Once the machine has visited all eight companies, the person with the best score from each will play off for the grand title for ownership of the machine.

"A lot of the travel management companies know one another and there is a healthy dose of rivalry there, so come December

New Brisbane hotel

PUNTHILL Apartment Hotels has opened its newest property in the Brisbane suburb of Spring Hill, not far from the city's CBD.

The 4.5-star dwelling features 70-rooms, an outdoor gym, swimming pool and lounge area.

WN links PIT/HOU

SOUTHWEST Airlines has introduced new daily non-stop services between Pittsburgh International Airport and Hobby Airport, Houston.

Peregrine Tibet entry

ADVENTURE tour operator Peregrine has also applauded the lessening of group travel restrictions to Tibet (**TD** yest.).

"The rules about travelling in Tibet can (and do) change at any time, but for now, Chinese authorities have eased restrictions to allow more people to experience this incredible region," said Peregrine Himalaya Destination Manager Steve Wroe.



and the pinball playoffs I think the gloves will be off," Accor regional DOSM Vic/Tas Gabi Vincent said.

Vincent is **pictured** above with the team at Qantas Business Travel - the first recipients of the machine, alongside Mary Borg, Andrew Bell, Michele Kinnear and Wolverine a.k.a Justin Jones.



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We are proud to be nominated once again for the **NTIA Awards** in the category of **Best Car/Campervan Rental Operator**.

We believe this is in recognition of our continued efforts to supply the best products and great offers.

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Missed yesterday's issue of The Travel Daily?

Download the Viking supplement here.



Contiki Android app

CONTIKI has rolled out an Android version of its popular 'Shout' travel app that connects clients before, during and after their trip, itinerary info and more.

Shopping reforms

THE Tourism Shopping Reform Group has welcomed newly adopted changes to tourism shopping arrangements, but says opening up competition between private refund providers would deliver greater benefits.

Introduced yesterday, the TRS now permits travellers departing Australia to claim a refund on the GST and Wine Equalisation Tax on paid purchases made up to 60 days before departure, up from the previous 30 days.

Another significant change lets travellers accrue multiple invoices from the one seller to meet the minimum total amount of \$300, rather than on one sole invoice.

Metro Sydney refurb

THE 220-room Metro Hotel Sydney Central will finalise a two-year refurbishment project this month, which has seen the hotels' rooms & pool upgraded.

MEANWHILE, Metro Hotels has inked a new management deal to operate 16 apartments at the G60 complex in Gladstone, Qld.

EK Grand Slam deal

EMIRATES has signed on to become the Official Partner of the Roland Garros tennis tournament for five years, commencing May.

The alliance will see Emirates' branding on the precinct's centre court and the carrier gain access to a dedicated welcome area.

Ten out of ten for TIME



LAST night ten new mentees were officially inducted into the Travel Industry Mentor Experience - an appropriate number given that it was actually the tenth TIME intake.

The event at Sydney's Taj Blue Hotel included an enthusiastic presentation from Destination NSW ceo Sandra Chipchase, who updated attendees on the rapid transformation of the state's tourism and events program.

Steve Farrelly from Insight Vacations also spoke about his experience with TIME and

the significant difference it has made in his career - including winning the Best Supplier Sales Representative award at last year's NTIA and also being named Insight's top sales rep globally.

Pictured above are the ten inductees about to start their TIME journey: Gena Signorini, Amadeus; Dan Penner, JTG; Sharon Orchin, Sabre Pacific; Hugh Twomey, JTG; Lisa Dietze, Corporate Travel Management; Nicola Caygill, Micro-cruising; Kelly Ayers, Spencer Travel; and Alison Thomas, Virgin Australia.



ABOVE: Angelya Vassiliadis-Balaguer, Dubai Tourism who was the MC of the night; Andrew Kelly from ACTE; Judith O'Neill, Aspirations Consulting; Sandra Chipchase, Destination NSW ceo; and Steve Farrelly, Insight Vacations.

WIN A TRIP TO GREATER PALM SPRINGS WITH UNITED

This month we're giving *Travel Daily* readers the chance to win a trip to Greater Palm Springs which includes:

- 2 United Airlines round-trip economy flights to LAX
- 3 nights at Westin Mission Hills Golf Resort & Spa, one round of golf and one spa treatment
- 2 nights at Hyatt Regency Indian Wells Resort & Spa
- 2 tickets on the Palm Springs Aerial Tramway

Greater Palm Springs, California is the perfect getaway for travellers



seeking outdoor adventure, luxurious resorts, boutique hotels, pampering spas, championship golf courses, and a modern artist community with local designers and brand name shopping.

Checkout the photo (left) sent to us by Kylie Fidler of Trans World Travel.

For your chance to win a trip to Greater Palm Springs with United, **SEND US YOUR BEST PALM SPRINGS DESTINATION-INSPIRED PHOTO.**

Send your entry by COB on 30th April via email to: palmssprings@traveldaily.com.au.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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TMS Asia Pacific announces strategic alliance with online recruitment experts Recruitment Training Productions Limited in the UK.



Losing market share to online innovators is something every travel and hospitality company is striving to avoid and some are ahead of the game.

As recruiters we want to be associated with, and work with, the businesses that are at the cutting edge of change in the travel industry.

We have therefore joined forces with an online web-based recruitment business, Recruitment Training Productions (RTP), who will work with us to implement an innovative and internet-based vision for TMS Asia Pacific, via our Bangkok office.

RTP run several recruitment specific websites and are experts in online marketing and delivery of social media solutions for the recruitment industry.

Their first step will be to rebuild the TMS Asia Pacific website into a true net-enabled portal for our customers, which will go live in June 2013.

As a result we are seeking several new recruits to complement our team (which grew by three staff in April alone) as soon as possible as well as a Digital Media/Marketing person willing to relocate to Bangkok, Thailand. If you are working for a travel recruiter with outdated technology and a flimsy internet-based business plan we would like to speak to you. Especially if you have a desire to move into a more tech-based recruiting role.


TMS Asia Pacific is best known for an expertise in travel, tourism and hospitality recruitment but this move to an IT/Internet focus has created a different dynamic in our business.


Therefore we are also seeking Travel and Hospitality clients who want to work with a recruiter who is targeting 'hard to find' IT/web based candidates AND that has a plan to move to a new level of capability.

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READY FOR THAT NEXT STEP IN YOUR EXECUTIVE CAREER?

LEAD BY EXAMPLE

**CORPORATE TRAVEL TEAM LEADER X 2
CBR & SYDNEY - SALARY PACKAGE**

Are you a born leader ready to take the next step? This global TMC is looking for you to drive, develop and manage a team to achieve results. Key responsibilities will include providing leadership and guidance, and offering regular feedback to your team, managing work flow and resolving issues. Previous travel industry experience at management level essential.

COME FLY WITH ME

**AIRLINE REVENUE MANAGER
SYDNEY BASED - SALARY PACKAGE \$75K**

Are you a talented Revenue Manager looking for a work life balance? Or are you a senior Revenue Analyst looking to step up? This popular airline is looking to employ your talents. You will be responsible for achieving revenue targets across assigned routes by developing and implementing revenue management strategies to optimise pricing and seat inventory. Previous airline experience essential.

CORPORATE WITH A TWIST

**BUSINESS DEVELOPMENT MANAGER X 2
MELBOURNE & SYDNEY – SALARY PACKAGE OTE \$100K**

Tired of not having any input in the sales strategy of your current TMC. Want to target a niche part of the corporate sector. Our client, an award winning TMC allows you the freedom to plan and conduct your business development calls as you see fit. Amazing salary package plus bonuses and global career progression available. All you need is a minimum 3 years industry background with a proved sales track record.

CONSIDER YOURSELF THE MAIN EVENT?

**HEAD OF OPERATIONS
SYDNEY - SALARY PACKAGE CIRCA \$120K**

This successful leader in conference and events management is searching for a talented senior operations manager to lead their successful team. Key responsibilities will include increasing productivity, profitability & human resources management including staff leadership and development. Essentially you will come from a strong conference and events background with excellent people management skills.

INTERNET SAVVY

**INDUSTRY SALES MANAGER FOR ONLINE SPECIALIST
SYDNEY – SALARY PACKAGE \$120K**

If you love the travel industry and selling, this dynamic online leader needs you! Recent success and expansion has provided this opportunity for you. Your primary objective is to develop and secure business from new and existing clientele and provide products, services and knowledge. In return you will work in great funky offices with many social events and not to mention the fantastic base salary.

LOVE PLAYING TO WIN?

**TMC BUSINESS DEVELOPMENT MANAGER X 2
MELBOURNE & SYDNEY – SALARY PACKAGE OTE \$125K**

If you can demonstrate your ability to build new business through your initiative, relationship skills and target-driven attitude this company has a place for you on their growing team. Take your killer instinct and succeed in this award winning TMC. Your success will ensure their continued growth and you will be rewarded with a fantastic salary, bonus & benefits.

ARE YOU A PRODUCER?

**EUROPEAN PRODUCT MANAGER
MELBOURNE - SALARY PACKAGE \$75K**

This fantastic product management role will have you managing contracts and content for this premium luxury brand. Essentially you will come from a strong product management background and have experience in contracting Europe, including product development, negotiation, leaderships and contracting skills and the ability to work under pressure.

SELL EXOTIC DESTINATIONS

**TRAVEL SALES REPRESENTATIVE
SYDNEY - SALARY PACKAGE to \$80K**

This award winning travel company has a top BDM role with your name on it. Use your ability to get out to market and sell this product to the retail agency market. You will be an experienced sales executive who has the ability to take control of the NSW territory. Your friendly personality, presentation skills & creative ability is required here. Great famils, car allowance & bonuses await the perfect individual.

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RECRUITMENT**

WWW.TRAVELTRADEJOBS.COM.AU

Travel Trade Recruitment is delighted to have been nominated in category 26 for 'Best Agency Support Service' at this years AFTA National Travel Industry Awards for Excellence, and we now need your vote to help us make it to the finals!

[Click here](#) if you work for an Australian Travel Agent and would like to vote for Travel Trade Recruitment or any of your other favourite travel suppliers in the Best Supplier categories.



**VOTE TRAVEL TRADE RECRUITMENT IN CATEGORY 26:
'BEST AGENCY SUPPORT SERVICE'**

Group Travel Consultant

Brisbane - \$Competitive - Ref 506A

A unique role is available in Brisbane for a Group Travel Specialist. This is more than just reservations. Get involved with sourcing and contracting airlines & accommodation to form the best travel package for your clients. 10 people or 10,000 - are you up to the challenge? Travel experience is necessary from a reservation or product background, and the drive for long term career progression. In return a competitive salary is on offer and a great team environment.

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

Online Travel Manager

Sydney - \$70K + Incentives - Ref 527

Are you ready to step into a challenging role in online/corporate travel industry? Something that is a little different, working with a fantastic global company? I am seeking an Manager for a friendly, fun and dynamic team of talented Online Corporate Travel Consultants. This role is a 12 month maternity leave contract. Bring your excellent people and leadership skills to the table to help drive and motivate this team to provide 5 star service and operational excellence.

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

Retail Travel Agent (F/T or P/T)

East Victoria - \$DOE + Super - Ref 529

Fancy a change? Are you looking for some flexibility, full time or part time? This leading agency located in the Eastern Suburbs of Victoria is looking for a Senior Travel Consultant to join their busy office. The ideal candidate will have a minimum 2 years experience, proficient in Galileo and is well travelled. You will offer exceptional customer service skills and work towards excellent targets. Looking for full time or part time - the choice is yours!

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

Corporate Travel Consultant (Temp Role)

Sydney - Excellent Base Salary + Bonus - Ref BP401

Are you an experienced Corporate Travel Consultant looking for work ASAP? Immediate start Temp Role available for a Corporate Travel Consultant with extremely impressive hourly wage. We are seeking someone who has experience in corporate travel and has strong knowledge of the Amadeus system. If you're a savvy Corporate Consultant who can hit the ground running, we would love to hear from you.

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

Leisure High End Travel Consultant

Melbourne (Eastern Suburbs) - \$Fantastic - Ref 531

Leisure Travel Consultants wanted for this well established agency. Your excellent knowledge of worldwide high-end destinations and sales skills are key for this amazing role. You will be highly experienced and possess outstanding customer service skills, be well presented and have a passion for the travel industry selling international high-end destinations. You will also have the ability to meet deadlines and create a suitable itinerary for your discerning leisure clients.

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

Groups Travel Consultant

Adelaide - \$DOE + Super+ Benefits - Ref 528

Passionate about Group travel? Its time to make the move into a brand new group role within a fantastic company offering a great salary and some excellent travel benefits. This is a stable and forward thinking company that will keep you on your toes. If you have past groups experience, are well travelled and love working within the travel industry - this could be the new role you have been waiting for. Customer focused candidates are highly regarded.

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

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