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Travel Daily

First with the news

Friday 9th August 2013

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PAL scrap Perth route

PHILIPPINE Airlines has shelved its recently launched Perth route, agent GDS displays reveal.

The four weekly Manila-Darwin-Perth route was inaugurated just 10 weeks ago, on 01 Jun, however inventory displays on GDSs are now showing the route will be wound up from 03 Sep.

PAL will retain a presence in Darwin through its thrice weekly service to Brisbane which transits via the Northern Territory capital.

Mantra profit off growth

INCREASES in occupancy levels and room rates from leisure markets have contributed to a \$63 million profit for the Mantra Group during the 2012/13 FY.

Consistent performance among CBD hotels & a growing presence in the Asia-Pacific region also assisted the pre-tax profit margin, with North Queensland proving particularly lucrative, posting a profit jump of 38% year-on-year across its 11 resorts in the area.

The company added more than 1,000 rooms in the region, including the group's first foray

into Asia with the Mantra Nusa Dua Bali (**TD 12 Apr**), which will be joined by six more properties by year's end (**TD 12 Jul**).

Mantra Group ceo Bob East attributed the overall result in part to a falling AUD\$ and strong inbound traveller markets.

A strong 20% growth in RevPAR from Sydney CBD properties in Q4 was in line or ahead of the market.

Avis deadline looms

AGENTS are being reminded to get submissions in for the 2013 Avis Travel Agent Scholarship before the Tue 13 Aug deadline.

Organisers have so far received registrations from around the country, all pitting to take out the prestigious accolade and prize kitty valued at over \$40,000.

For details on the scholarship see the **last page** of today's issue, or send your submission asap to scholarship@avis.com.au.

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Jade program out

SCENIC Tours today revealed the sailing dates and itineraries for its newest European river cruise vessel, *Scenic Jade*.

The decision to build the ninth 'Space-Ship' was made after Scenic's 2014 program launched, so the brochure didn't include the new vessel's details.

Jade will operate on the flagship 15-day Jewels of Europe itinerary between Amsterdam and Budapest, with sailings from 14 May-12 Nov 2014 - 1300 723 642.

QF companion sale

QANTAS has launched a companion sale, offering savings when booking two or more pax in First or Business class across its network on the same itinerary.

Destinations include the USA, Asia, South West Pacific, South America, Middle East, Africa and the UK/Europe.

The promo ends Tue 13 Aug.

Today's issue of TD

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

- AA Appointments jobs
- AA Appointments exec jobs
- Avis Scholarship

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Azure ditch Gold Coast Cruise Terminal plan

THE SKYCITY Entertainment Group backed consortia pitching to develop the Broadwater Marine Project on the Gold Coast have pulled the pin on the project.

Azure Consortium was one of four proponents vying for the multi-billion dollar project (**TD Mon**), along with three Chinese groups - ASF China Property Consortium, ACPI Consortium and Rigong Development.

Azure withdrew from contention yesterday after wording for the Gold Coast City Council and Qld Govt's proposal was updated to state a cruise ship terminal - one of the key elements of the project - was a "mandatory" requirement.

The *Gold Coast Bulletin* reports SKYCITY drove its consortium's decision to abandon the project as it did not want to fund a terminal and was worried the State would not grant a casino licence.

SeaLink mulling ASX float

SEALINK Travel Group has confirmed that it is considering a public listing on the Australian Stock Exchange, which would value the company at around \$75 million-\$80 million.

SeaLink md Jeff Ellison said the board is "expecting to make a final decision by the end of the month," according to a report in today's *Financial Review*.

The company, which purchased Captain Cook Cruises two years ago (**TD 25 Aug 11**) and has operations in South Australia, NSW and Queensland, has just appointed former Sydney Lord Mayor Lucy Turnbull to its board ahead of the float.

SeaLink also today announced an agreement with the NT government to provide ferry services between Darwin and Mandorah on the Cox Peninsula. "We see great opportunities

for the Territory and will look to further expand our operations in this market," Ellison said.

SeaLink is forecasting that its turnover this year will exceed \$93 million, with total passenger numbers of around two million.

The company says it's one of the biggest tourism employers in Australia, with over 600 staff employed in transport, coach touring, travel wholesale and retail travel.

Although not currently publicly listed, SeaLink Travel Group shares are traded via a 'matching facility' operated by Computershare.

The most recent financial results from SeaLink showed the company recorded a net profit after tax from ongoing operations of \$3.834 million for the 2011-12 financial year, down 20% due to one-off costs associated with the Captain Cook Cruises purchase.

NBO services resume

DOMESTIC and international flights are resuming operation at Nairobi Jomo Kenyatta Int'l Airport following a fire this week.

Int'l pax will arrive and depart from Unit 3 and domestic pax will board flights at the cargo centre.

Royal Caribbean INTERNATIONAL

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GLOBUS

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You can enjoy folk singing and storytelling at a traditional Ceilidh.

MORE

LF LOCAL FAVOURITES

QF jumbo to Bangkok

QANTAS is boosting capacity on the Sydney-Bangkok route from 01 Dec to 31 Jan, replacing 297-seat Airbus A330s with 371-seat Boeing 747-400s, according to Global Distribution Systems.

The redeployment of the 747 from the Sydney-Singapore route (on QF005/006) will see Qantas' daily Bangkok service provide a Premium Economy class cabin.

The aircraft upgauge provides more than 500 extra weekly seats to Bangkok during the period.

AOT Govt hotels

AOT has now completed the transition of all Commonwealth agencies to the AOT Hotels Whole of Australian Government Accommodation Program.

AOT Hotels, headed up by former JTG executive Rohan Moss, is now the sole Australian domestic accommodation provider to ninety government organisations overseen by the Financial Management and Accountability Act.

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NZ joint pricing for QF/EK

QANTAS and Emirates have announced the next phase of a continued development in their joint pricing proposition, to be rolled out from next week.

In addition to the coordinated tariffs released on 30 Apr, QF and EK will also have aligned tariffs and fare conditions for sale and travel effective 14 Aug, covering all cabin classes between Australia and the New Zealand cities of Auckland, Christchurch, Wellington and Queenstown.

The move follows approval from the New Zealand Ministry of Transport for Qantas and Emirates to introduce new fare packages and joint fare structure to provide a streamlined booking experience for passengers.

Fare structure changes will see S, Q and O inventory classes no longer dedicated to selling long-haul itineraries and L, V and N classes no longer dedicated to mid-haul journeys.

Instead, N, Q and O classes will be part of the 'Sale' fare family and S & L classes will become part of the 'Red e-deal' fare family, while V class will not be utilised under the joint QF/EK fare structure.

QF advised agents will see the new Qantas and Emirates fares in

GDSs from mid next week.

A Fare Clue Card which explains the changes in detail is available at www.bit.ly/QFEKNZpricing.

Racing connections...

BRAD McDonnell from the Entire Travel Connection and his family had a big celebration at Sydney's The Star last night, when their horse Glencadam Gold won "Stayer of the Year" at the NSW Horse Awards (**below**).

The category was sponsored by Emirates, with the coveted trophy presented by none other than EK NSW manager Tim Harrowell.



Nevada, Vegas success

THIS week's combined "Bright Lights and Beyond" roadshows by the Las Vegas Convention and Visitors Authority and Nevada Tourist Commission reflect strong interest in the destinations from the Australian market.

Nevada Tourism's Claudia Vecchio and Katja Spitz from LVCVA told **TD** that Australians "stay longer and do everything," with the state seeing a strong opportunity to encourage Aussies to extend their trips and explore the adventurous side of Nevada.

Australia is Las Vegas' second biggest int'l market outside of North America, with Nevada offering "extraordinary natural resources" and activities just two hours from the glitz of the Strip.

CX wants more in Aus

CATHAY Pacific Airways exec Ivan Chu has revealed the carrier is keen to boost flight options to Australia if the govt would allow CX to lift its exhausted allowance above the 70 flights/week cap.

VA case thrown out

TWO former Virgin Australia employees who allege the carrier had unlawfully discriminated against them after they were sacked for being pregnant (**TD** 06 Mar 12), have had their case dismissed in a court.

Window Seat

UP THERE on the list of the world's best reasons for a plane crash must surely be this one - the plane collided with a cow.

But alas, it happened on Tuesday this week, with a Lion Air jet this week hitting one of the bovines while it was landing at Jalaluddin Airport in Indonesia, at which point the aircraft skidded off the runway.

While there were no injuries reported among passengers, the cow didn't survive, with the pilot later saying he could smell "burning meat" as the plane ran over the unfortunate animal.

The cow was one of three which was apparently on the runway at the time of the crash.

THE world's first Twitter-themed hotel has launched, on the Spanish island of Majorca.

The Sol Wave House Hotel in Magaluf encourages guests to interact using the #SocialWave hashtag, and they can also use Twitter to order room service or have their fridge restocked.

And by following the @SolWaveHouse page they can even keep tabs on new check-ins, in case there's someone they want to connect with.

SALES EXECUTIVE



JAL is seeking candidates for the position of SALES EXECUTIVE for its city office at 22 Market Street, Sydney.

The role includes:

- Communication and promotion of the JAL product to agents
- Presentation of the JAL product at travel shows/expos
- Implementation of sales promotion & advertising strategies
- Management of existing corporate clients
- New business development
- Organisation of overseas educational tours.

We are seeking a sales professional capable of maintaining and developing business relationships with agents and corporate accounts. Experience in the Airline/Travel industry is preferred but not essential.

Email your resume to: rick.kelly@jal.com

SA bed tax slammed

A SUGGESTED bed tax for SA hotels has been strongly criticised by both the Tourism & Transport Forum and the Accommodation Association of Australia.

Both groups said any tax on tourism would impact negatively on the state's competitiveness & were pleased it had been ruled out by Premier Jay Weatherill.

Hertz wi-fi expands

THE Hertz Corp has expanded its mobile wi-fi hotspot service in Europe to 24 locations across Germany, Italy and Spain.

Pitched at business travellers, the service provides users with a portable unit that can connect up to eight devices simultaneously.

The product is already offered in Australia and New Zealand.

Business Development Executive, Princess Cruises

Princess Cruises is the third largest cruise ship operator in the world and part of the world's leading cruise holiday company, Carnival Corporation (represented in the Australia and New Zealand region by Carnival Australia). Known as the Destination Experts, Princess Cruises visits more than 330 ports around the world. Locally, Princess Cruises has operated cruises for more than 10 years and has three ships departing from Sydney, Brisbane, Melbourne and Fremantle.

Reporting to the Key Account Manager, the Business Development Executive is responsible for providing support to our on the road Business Development Managers by playing an active role in coordinating cooperative marketing material, assisting with travel agent queries and issues and providing sales administration support.

Specific responsibilities include:

- coordinate and sign off on cooperative marketing material, requiring liaison with travel agent partners and internal/external graphic designers
- maintain strong relationships with travel agent partners, responding to queries and resolving issues
- support the BDMs in coordinating local Cruise Expos, film nights, ship visits and training, and attending as required
- provide general sales administration support, including reporting and other duties as required

We seek applications from highly organised and customer focussed people who bring:

- experience within the Cruise/Travel Industry, including experience in an Inside Sales role
- knowledge of Princess Cruises product (highly regarded)
- proficiency with the MS Office suite
- sound general administration skills
- excellent communication skills, both verbal and written
- strong relationship building and influencing skills
- a high level of organisation and prioritisation skills with the ability to work in an autonomous manner
- self accountability and motivation

Further information, including a Job Profile, can be found on our careers website: careers.carnivalaustralia.com
Job Reference: CAR/1074906



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HA welcomes int'l executives

MEMBERS of the Hawaiian Airlines Honolulu-based senior executive team arrived in Sydney yesterday, making a visit to the carrier's recently expanded local office to say hello.

By all accounts, executive vice president and chief commercial officer Peter Ingram and senior director international sales Dan Burruss were highly impressed at the booming local operation.

Ingram was in town to speak about the trans-Pacific aviation outlook - a hot topic if Hawaiian's own local expansion is anything to go by - at the CAPA Australian-Pacific Aviation Summit, which wraps up in Sydney today.

The team, pictured above, consists of head of sales and marketing Australia Andrew Denman, Rola El-Azzi, Lawrence Sattrukalsinghe, Julie McKinley, Leonida Mabini, Anne Paulo, Dilli Ching, Peter Ingram, Hugh

Twomey, Pascale Flore, Emma East, Hazel Dianzon, Padma Naidu, Rachel Fitze, Priya Linnet and George Serour.

Snow conditions

WELCOME to TD's regular snow conditions update, providing info on the latest snow falls, depths and lifts in operation across key Australian and New Zealand ski-fields.

Here's the latest snow reports:

- Falls Creek - 90cm / 12 lifts
- Perisher - 103.2cm / 43 lifts
- Thredbo - 103.2cm / 14 lifts
- Charlotte Pass - 103.2cm / 6 lifts
- Mt Hotham - 78cm / 8 lifts
- Mt Buller - 53cm / 20 lifts
- Coronet Peak - 40cm / 8 lifts
- The Remarkables - 55cm / 7 lifts
- Mt Hutt - 265cm / 4 lifts
- Cardrona - 45cm / 7 lifts

WA budget under attack

THE Western Australian State Budget handed down yesterday has confirmed \$2 million per annum for international marketing - just a third of the \$6 million promised by the State Govt before the recent election.

Tourism Council WA ceo Evan Hall says the "broken promise" will hit the state hard, with an estimated impact of \$80 million in tourism spending and thousands of jobs in regional

areas across the state.

However, the budget has funded the establishment of a new marketing office for WA in Indonesia.

The budget is certain to be a hot topic of discussion at today's ATEC Extraordinary Tourism Exchange, taking place at the Rendezvous Grand Hotel Perth where newly appointed WA Minister for Tourism, Liza Harvey, will give the keynote address.

Solo traveller deals

BEYOND Travel has reduced solo traveller supplements to \$230 on its eight-day Classical Rhine river cruise, now priced from \$2,160pp - ph 1300 363 554.



Travel Specials

WELCOME to Travel Specials, **Travel Daily's** Fri feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

Companions can fly to Africa for free (just pay taxes) under a new offer released by **APT** on its new Africa touring range - saving up to \$2,000 per couple & available on bookings by 31 Dec - see www.aptouring.com.au.

Earlybird savings of up to 30% are on offer on selected 2014 Greek Island cruises through **Tempo Holidays**, including an 8-day Jewels of the Cyclades voyage, now priced from \$1,590pp if booked by 31 Jan 2014. Deals also apply to Turkey and Croatia cruising - details on 1300 362 844.

Stays of two nights or more at **Novotel Twin Waters Resort** on the Sunshine Coast are currently priced at 30% off, with rooms on sale from \$111 per night until 08 Oct. Email stay@twinwatersresort.com.au for info.

Allure Stradbroke Resort in Queensland has unveiled a special Father's Day package. Valid for the weekend of 30 Aug - 01 Sep, the deal includes two nights accom, return ferry transfers, a BBQ meat tray & more, priced from \$475 per room. Phone (07) 3415 0000 for details.

SYD caters to Chinese

INITIATIVES to improve pax experiences for Chinese travellers visiting Australia are being developed by Sydney Airport, including a version of its website translated into Chinese.

Details of the enhancements were announced this week at the CAPA Australia Pacific Aviation Summit being held in Sydney.

The developments came about as a result of meetings with Chinese airlines on how to boost services for tourists.

Other programs to be launched include Chinese signage and new Chinese smartphone applications.

MEANWHILE, the CAPA summit will close today with a debate on the long-running saga that is the second Sydney airport, featuring officials from Sydney, Newcastle and Canberra Airports as well as union and business executives.

Tri-State Walkabout

FORTY travel agents from New Zealand will visit Qld, NSW and Vic later this month as part of a tourism and trade event.

Dubbed 'Tri-State Walkabout', the two-day workshop event is being jointly conducted by TEQ, Destination New South Wales and Tourism Victoria, taking place in Melbourne on 20-21 Aug, with pre and post-workshop touring.

Aussies hopping to NZ

FLIGHT bookings by Australians to New Zealand are up 44% year-on-year, with twice as many bookings compared to Bali, data from Lastminute.com.au reveals.

Cheaper average room rates, a strong Kiwi dollar & the country's proximity to Australia were among reasons for the upturn in bookings, the survey highlighted.

The study found Dunedin hotels were the most affordable searched, closely followed by Auckland, Rotorua & Christchurch.

"With Auckland only a three hour journey from Sydney, it's one of the easiest overseas trips for East Coasters," Lastminute.com.au gm Kirsty La Bruny said.

CZ, WestJet deal

CHINA Southern Airlines has announced a new codeshare agreement with Canadian airline WestJet, with the move meaning CZ will now start to market WestJet operated flights between Vancouver and Edmonton, Kelowna, Ottawa, Montreal, Winnipeg, Prince George, Calgary, Toronto and Regina.

It extends an interline deal in place since Mar 2012.

China Southern recently boosted its direct flights from Guangzhou to Vancouver to a daily operation.

MasterChef fuels up in Dubai

COOKING challenges including a traditional Arabian feast at the Al Waha Desert Camp will feature in two Dubai-themed episodes of Channel 10's *MasterChef* program.

The first episode will go to air this Sunday 11 Aug as part of the show's 'World Food Week' series of overseas episodes this season.

Paris will also feature in the special series, with a number of challenges taking place in the city.

In producing the episodes, Qantas flew the *MasterChef* contestants, judges and crew to Dubai, with Emirates transporting the team further to France, while Arabian Adventures and luxury Dubai property Atlantis The Palm

also provided support for the production of the episodes.

Onboard features of the Emirates A380 including the First Class suites and culinary offerings will also feature prominently.

"MasterChef provides us with an exciting platform to showcase Dubai's diverse range of culinary offerings to one of our main source markets," Dubai's Department of Tourism & Commerce Marketing director general His Excellency Helal Saeed Almarri said.

QF group executive Olivia Wirth said the carrier was proud to play a part in growing Dubai as a destination for Aussie food lovers.

Sales Support and National Accounts Coordinator, Princess Cruises

Princess Cruises is the third largest cruise ship operator in the world and part of the world's leading cruise holiday company, Carnival Corporation (represented in the Australia and New Zealand region by Carnival Australia). Known as the Destination Experts, Princess Cruises visits more than 330 ports around the world. Locally, Princess Cruises has operated cruises for more than 10 years and has three ships departing from Sydney, Brisbane, Melbourne and Fremantle.

The Sales Support and National Accounts Coordinator will be responsible for supporting and building relationships with national and wholesale accounts as a dedicated point of contact to result in effective channels through which to distribute Princess Cruises product. In addition, the incumbent will support Business Development Managers to achieve their KPIs and maximise their face-to-face selling time with travel agents.

Specific responsibilities will include:

- ensure a timely flow of information to national and wholesale accounts in relation to general pricing and promotional activity, including early advice of national campaigns
- work with Key Accounts Manager to determine the national account campaign calendar
- coordinate and facilitate national and wholesale accounts advertising campaigns, including proofing all material to ensure agreed proposal/proforma/content is executed and delivered
- assist in the resolution of escalated key account service issues
- deliver regular reporting to national and wholesale accounts
- working in conjunction with the BDMs, coordinate and attend consumer events such as film nights and expos where required
- help coordinate and attend trade events such as famils and ship visits
- activities of a general sales administration nature to support BDMs/KAM/HOS as required

We seek applications from highly organised and customer focussed people who bring:

- sales and account management skills
- travel and cruise industry experience, with a knowledge of Princess Cruises product highly preferred
- proficiency with the MS Office suite
- sound general administration skills
- excellent communication skills, both verbal and written, with the confidence to present publicly
- strong relationship building and influencing skills
- a high level of organisation and prioritisation skills with the ability to work in an autonomous manner and deliver to multiple deadlines
- self accountability and motivation

Further information, including a Job Profile, can be found on our careers website: careers.carnivalaustralia.com Job Reference: CAR/1074903


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TCF terminations

TELFRIID Corporation has been placed in administration under the control of SV Partners, according to an update released yesterday from the Travel Compensation Fund.

The company's head office was based at Loganholme & operated branches in the Brisbane suburbs of Forest Lake and Carindale, Qld.

The TCF update also advised of two branch agency closures of corporate travel company Carlson Wagonlit Travel, based in Canberra and Sydney.

Other closed branches include two WA stores of Breakaway Travel in Cottesloe and Midland, a Harvey World Travel outlet in Dandenong, Vic and a Holidays On Sale store in Dee Why, NSW.

T'port revenues climb

TRAVELPORT has announced nett revenues of US\$537m for the second quarter of 2013, a 6% year-on-year increase.

Highlights for the quarter for the technology firm included a new long-term content agreement with Delta Air Lines, as well as adding low-cost carriers Jet2.com and Norwegian to its merchandising platforms.

JetBlue delivers bags

US LOW-COST carrier JetBlue has launched a delivery service for checked luggage on domestic flights within a 40-mile radius of the arriving airport.

Prices for the service range from US\$25 for one bag to \$40 for ten.

Jet orders 50 737s

INDIAN carrier Jet Airways has placed an order with Boeing for 50 737 Max aircraft valued at a list price of US\$5 billion, the *Business Standard* reports.



Positions Available

Due to expansion and our recent success in acquiring new business, World Travel Professionals is looking for talented individuals to join our dynamic team in Sydney.

Proud of its numerous awards within the industry, World Travel Professionals is one of Australia's leading travel management companies, specialising in corporate travel, conference and event management and luxury travel.

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Chrissi McDiarmid, Head of Operations
Email: chrissi.mcdiarmid@worldtravel.com.au

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P: 1300 799 220 (+61 2 8007 6760) **F:** 1300 799 221 (+61 2 8007 6769)

Advertising and Marketing: Christie-Lee Lachance, Lisa Martin and Magda Herdzik
Email: advertising@traveldaily.com.au
Business Manager: Jenny Piper
Email: accounts@traveldaily.com.au

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Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas
Assistant Editor: Matt Lennon
Contributors: Chantel Housler, Jenny Piper and Barry Matheson
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WIN A HOLIDAY TO PERU



Throughout August **Travel Daily** is giving readers the chance to win a holiday for two people to Peru, courtesy of **Aerolíneas Argentinas** and **Peregrine Adventures**.

The prize includes two return economy airfares on Aerolíneas Argentinas between Sydney and Lima via Buenos Aires and Peregrine Amazon & Inca Heartland tour for two people.

Each day **Travel Daily** will ask a Peru-related question - just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this amazing holiday to Peru.

Email your answers to: perucomp@traveldaily.com.au.



[Click here for Terms & Conditions.](#)



Q.7: Approximately how many cultural festivals are in Peru each year?

Hint:
<http://www.peru.travel/>



Big acts on Little Red

VIRGIN Atlantic's domestic arm Little Red is taking the term "inflight entertainment" to the next level in coming weeks, with the carrier launching "live" IFE on select services.

Services between London, Manchester & Edinburgh will for the remainder of Aug feature live stand-up comedy, including comedians heading to perform at the Edinburgh Comedy Festival testing out their material, while next month some Little Red flights will see live musical acts.

Details of artists scheduled to perform will be published on Virgin Atlantic's Facebook and Twitter feeds, but the specific flights are not being revealed.

New Regal website

REGAL Hotels has launched a new website for its group of Hong Kong and Chinese hotels with an enhanced design & interactive features - see www.regalhotel.com.

Intercon adds events

EVEN Hotels, the health and wellness hotel brand launched by InterContinental Hotels Group last year (**TD** 29 Feb 2012), will add two new properties to the range, opening early next year.

Both will be located along the high business corridor between New York & Washington DC, with a 167-room property in Rockville, Maryland and a 129-room hotel in Norwalk, Connecticut.



AA APPOINTMENTS

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LIFE IS EASIER IN THE EAST MULTI SKILLED CORPORATE CONSULTANT SYDNEY (DOUBLE BAY) – \$50K - \$65K OTE

Join a national TMC located in stunning offices in Double Bay. As a Multi Skilled Consultant you will be coordinating international and domestic travel for your portfolio of clients. This agency has a reputation for excellence; every client is treated like a VIP. Minimum two years experience as a corporate travel consultant is required. Strong GDS skills are a must, ticketing is a preference. Excellent salary package on offer plus incentives and opportunity for career progression – all this and you get to work in the Eastern Suburbs.

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Experienced airline reservation staff, we have 2 sensational roles for you that will see you working for a well established full service airline that is set to grow in the next few years! We have 1 x full time position and 1 x part time position available! You will be responsible for assisting direct passengers with their reservations as well as assisting travel agents with their ticketing enquiries, your days will be varied and fun. With a great office environment and sensational industry discounts you won't want to miss this.

DREAMING OF MOVING TO CORPORATE BLISS? CORPORATE CONSULTANTS PERTH (CBD) – SALARY PACKAGE UP TO \$48K (DOE)

Perth, we have an exciting corporate position that will see you working for a global company in the heart of Perth. This well known corporate agency is now seeking an experienced consultant to cover a 12 month maternity leave contract with the option of extension. You will work Monday – Friday hours only and be paid a sensational high base salary with no messy targets to reach. This is the perfect role for those wanting to make the move to corporate from retail. Minimum 12 months industry experience required.

IMAGINE THE LUXURY FAMILS ON OFFER RETAIL TRAVEL CONSULTANT MELBOURNE (WEST) – SALARY PACKAGE TO \$55K (DOE)

We have the best role out west for an experienced consultant. Due to company growth this up market agency is now searching for their next superstar consultant to join their growing team. Working with mostly repeat and referral clients you will be responsible for booking luxurious worldwide holidays, from Paris to Africa to Bali, no two days are the same. If you have a minimum 3 years international consulting experience this exciting role could be yours. Don't delay roles this close to home are rare. Call us now!

***NEW* LEAD YOUR TEAM TO SUCCESS CORPORATE TEAM LEADER ADELAIDE – SALARY PACKAGE \$70K (DOE)**

NEW role in Adelaide just called in! This growing TMC is now searching for a dedicated manager to drive their team to success. This hands on position will see you working with a global company and booking international travel for dedicated accounts while also managing the team and ensuring team targets and budgets are met while providing a supportive environment for the team. You will work Monday – Friday hours only and be paid the best salary in town. Min 5 yrs corporate management experience required.

WORK FOR THE BEST OF THE BEST! LUXURY RETAIL TRAVEL CONSULTANT GOLD COAST – UP TO \$45K PKG + \$\$ INCENTIVES

Want to work for the best in the business? This is the crème de la crème of leisure travel roles for retail travel consultants with three years travel experience. You will enjoy booking exotic destinations and exciting itineraries whilst being rewarded for your efforts. A strong salary package along with access to some of the best educationals in the business will be on offer. Great customer service skills and a high attention to detail is a must. Make the move today and experience what it's like at the top!

BREAK INTO EVENT MANAGEMENT EVENT COORDINATOR BRISBANE CBD – UP TO \$50K PKG

Do you crave excitement in your day? Able to work under pressure without getting flustered? Dream of breaking into the events sector? Well this is your chance to make the move into the fun and fast paced world of group and event travel management! All you need is retail or corporate travel experience along with a positive attitude and a hard worker. A strong salary package will be on offer along with assistance in making a long term event management career. Get in quick as this role is interviewing now!



WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL AA

TAKE YOUR CRM SKILLS TO GLOBAL!

CORPORATE ACCOUNT MANAGER – APAC SYD OR MEL - SALARY PACKAGE UP TO \$120K+

As APAC Corporate Account Manager you will be responsible for the global program with the objective of growing revenues, increasing margins, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives.

ARE YOU OPERATIONAL?

STATE CORPORATE OPERATIONS MANAGER MELBOURNE – SALARY PACKAGE \$95K+

Reach for the top spot when you join this Victorian based travel operation. As part of a national company, your role incorporates senior responsibilities such as staffing, recruitment, training & development and management of in house procedures. Your level of travel knowledge and operations will be superior. You will also be managing all financial responsibilities of the Victorian operation.

CALLING SALES INDUSTRY EXECUTIVES

INDUSTRY SALES MANAGER X 3

PER, SYD & MEL - GENEROUS SALARY PACKAGE

If you're a proven industry sales manager, who easily achieve retention & growth targets and engage with an industry client base, these positions will allow you to play a critical part in the ongoing success of these high profile products. Leading by example, you'll enjoy a hands-on role managing a key account while driving the importance of customer engagement with your team.

THE ULTIMATE PRODUCER

REGIONAL HEAD OF PRODUCT x 3

BRISB, SYD & MEL BASED: TOP SALARY PACKAGE

Looking for a challenging new destination to market? This industry leader requires the skills of an adaptable Head of Product. You will be well organised and have the ability to managing a team sourcing for new and unique products to your competitors while being able to develop brochures that stand out from the rest. With your talents you will have a creative flare and an eye for detail.

ARE YOU A HUNTER INSTEAD OF A FARMER?

CORPORATE BDM X 5

BNE, PER & SYD – SALARY PACKAGE OTE \$100K+

If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll be joining this award leading corporate TMC offering a long term career and the real opportunity of progression. With a leading brand behind you, you'll be able to take aim at an amazing salary package and work with fantastic unique clients. Apply for this role and watch your future career soar

BOOMING EVENTS ROLES

CORPORATE EVENTS DIRECTOR

BRISB & SYD – SALARY PACKAGE OTE \$90K+

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. These are the roles everyone wants!

WOW WHAT OPPORTUNITY!

CORPORATE TRAVEL – TEAM LEADER X 2

MELB & SYD – SALARY PACKAGE \$80K+

Be at the forefront when this company expands even further. Overseeing a team of consultants you will have the ability to lead and coach your team while responding to client escalations and assisting the senior management team with the decisions that will affect the future growth of the company. Don't miss out on this outstanding opportunity to be part of an exciting phase of growth.

LOVE RETAINING ACCOUNTS

NATIONAL ACCOUNT MANAGER

SYD & MELB – SALARY PACKAGE TO \$100K+

We're looking for 2 talented Account Manager to join this prestigious corporate client. The perfect individual will bring previous experience in a similar role with a focus on retention & growth strategies. But what sets you apart is your creativity and innovative approach to account management. If you're not afraid to look outside the square & work in a pro-active, commercially astute team you'll thrive.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

CONTACT OUR NATIONAL TEAM TODAY ON: 02 9231 2825

OR EMAIL YOUR CV TO: executive@aaappointments.com.au

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com

AVIS®

2013

Apply
Now!

Avis Travel Agent Scholarship

Do you provide outstanding customer service?

Then it's time your efforts were rewarded

Great travel agents all have one thing in common – a commitment and ability to deliver excellent customer service. If you are a travel professional who enjoys exceeding your clients' expectations, then the Avis Travel Agent Scholarship is for you.

For the past 17 years this prestigious program has rewarded Australia's finest travel consultants with some magnificent prizes, including an unforgettable journey

to the New York, university tuition and one-on-one business coaching.

To find out more about the Scholarship – including how to apply, tips on how to write a winning submission, the judging process and this year's prizes - just go to www.avisscholarship.com.

If you decide to take part, I guarantee you will develop a broader understanding of customer service excellence and greater confidence in your own abilities.

And if you win you'll join a small but distinguished list of Scholarship recipients whose careers have been enriched by the experience.

If you believe you have what it takes, then I encourage you to take part in the 2013 program.

I look forward to receiving your application!

Russell Butler
Travel Industry Manager
Avis Australia

Seize the opportunity

Finding out that I was a finalist for the 2012 Avis Travel Agent Scholarship was a wonderful moment in both my personal and professional life.

There is undoubtedly a great sense of achievement in being chosen as a finalist for a program that has over the years encouraged and rewarded so many talented travel consultants.



As part of the judging process I was lucky enough to subsequently spend time with other finalists, talk with sponsors, meet a range of travel industry leaders and mix with former winners, all of whom I found inspiring.

To then hear my name read out at the 2012 winner was what I could only describe as a surreal and momentous experience.

Over the past 12 months I've tried to make the most of the wonderful opportunities afforded me as a winner. I've travelled in style, grown professionally through training and mentoring, and gained a deeper insight into our industry. It has been an experience I will certainly cherish forever.

If you are truly enthusiastic about delivering customer service then put yourself forward for this award in 2013. You have nothing to lose and - like me - so much to gain.

I wish you the best of luck.

Bettiann Gain
MTA Travel

www.avisscholarship.com



We would like to recognise the support of our valued sponsors without whom, the Scholarship would not be viable.