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First with the news

Tuesday 26th February 2013

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Hayman industry deal

HAYMAN is offering a Travel Industry Escape package priced from \$440ppts inclusive of brekkie & launch transfers from Hamilton Island, valid for stays up to 31 Jul.

The offer is based on a minimum of two-nights - more on **page 10**.

Flight Centre future vision

FLIGHT Centre reasserted its dominance of the Australian market this morning, with its results announcement (**TD** breaking news) pointedly touting a 9% increase in TTV and solid earnings growth "in a market that some local travel companies have described as 'flat'".

The company recorded record results in Australia and the UK as well as Singapore and Greater China, with 91.7c in earnings per share and the Flight Centre share prices at an all time high.

The announcement also confirmed FC's ongoing shift to a "blended travel agency model," in which consumers will be able to seamlessly make and manage bookings both online and via the company's store network.

The first phase of the blended model allowed customers to enquire, pay and view itineraries on-line, and the second phase, which is almost completed in Australia, made more products and services available online including international flights.

Phase three will involve a "fully integrated offering" which allows customers to seamlessly switch between sales channels.

"Today the power is with customers, and retailers need to be able to meet their needs across all sales channels, effectively allowing them to interact and transact when and how they want," md Graham Turner said.

The company's pre-tax profit rose 8% to \$129.5 million, with FC's Australian corporate businesses contributing over \$1 billion in TTV during the half.

HA supplementaries

HAWAIIAN Airlines will add an extra 27 services to Sydney and Brisbane in Sep to meet "strong demand" from Aussie travellers over the school holiday period.

The additional capacity sees the Sydney-Honolulu service move from daily to 10 weekly from 11 Sep to 19 Oct (for a total of 17 extra flights), while the Brisbane route gains two new extra weekly services, up to five, between 13 Sep and 14 Oct (10 new flights).

"Demand for our services in Australia and New Zealand is particularly strong, especially during this period when schools are out and families are on holidays," said HA executive vp & chief comm officer Peter Ingram.

The new flights from Honolulu add around 7,700 new seats on the routes over the peak period.

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Merlin trade sales role

MERLIN Entertainments Group is on the hunt for a Trade Sales Co-ordinator based in Sydney.

The role requires a person to drive 3rd party ticket sales via the group's domestic network of ticket resellers - info on **page 11**.

Royal Class Annual Sale

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Seven pages of news

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

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Travel Daily on location at AIME

Today's issue of TD is coming to you from Melbourne where the 21st annual Asia-Pacific Incentives and Meetings Expo (AIME) is taking place.

TOURISM Australia md Andrew McEvoy yesterday hailed the business events sector, which is continuing to provide superior yields and visitor number growth.

Melbourne has its sights firmly set on being Australia's key destination for business events, with the Melbourne Convention and Exhibition Centre fully booked and a proposal for the addition of a further 12,500 square metres of space.

Last night delegates to AIME were welcomed at a traditionally spectacular function in the South Wharf precinct, including a special guest performance by Aussie rocker Jon Stehpens.

Pics from the event on **page 6** of today's issue - to view Andrew McEvoy's speech click on the logo or see [traveldaily.com.au/videos](#).



VA Sabre bookings soar 5x

VIRGIN Australia has reported a five-fold increase in travel agent bookings as a result of its implementation of the Sabresonic CSS system in Jan this year.

The major development was revealed as part of the carrier's half-year financial results, which were released this morning.

Interline and codeshare revenues jumped 56.1% in the first half of the financial year, with an overall underlying profit before tax of \$61m reported.

The result was a \$35.1m drop from the year prior, which was blamed on the impact of the carbon tax, and industrial issues experienced by Qantas in 2011, which led to an unusual jump in passengers who were affected.

CEO John Borghetti said the financial performance was solid & reflected the success and resilience of its new operating model.

"We attracted the highest number of passengers ever in a six-month period, carrying over 10 million for the first time".

The carrier's Velocity loyalty scheme also reported a strong half year result, with memberships up

15.5% year-on-year & the number of points earned on sectors flown by partner carriers jumped 113.1%.

MEANWHILE, Virgin will boost capacity on its Brisbane-Perth services, deploying wide-body Airbus A330 aircraft on the route for the first time from 15 May.

Two of the three daily flights between the cities will be operated by the larger aircraft, with seat reservations for the services being made available from tomorrow.

AND, new destinations are set to be added to the Virgin Australia network, with Bundaberg and the central Qld city of Moranbah to be serviced via direct flights from Brisbane from later this year.

Moranbah will initially see twice daily return flights on weekdays from 02 Apr, which will increase to triple daily from 15 Apr and a return flight on Sundays added.

From 04 May, a daily weekday return flight on ATR-72 Turboprop aircraft will fly to Bundaberg, and timed to allow passengers to conveniently connect to flights from Brisbane.

Fares to both new destinations will go on sale from this weekend.

Fly With Me grounded

INDEPENDENT agency First Destination Pty Ltd, trading as Fly With Me and based in Liverpool, NSW (ABN: 80 002 907 182) has been non-voluntarily terminated from the Travel Compensation Fund after claims were received.

TCF ceo Glen Wells told **Travel Daily** it has been unable to contact the business' principal since claims started being received yesterday, saying they were still assessing the situation at present.

Etihad ramps up MEL

ETIHAD Airways will lift capacity between Abu Dhabi-Melbourne from 01 Dec when it introduces a new B777-300ER on the route.

The triple-class 777 replaces an Airbus A340, and adds more than 250 seats per week.

"Our decision to increase capacity between Melbourne and Abu Dhabi reflects not only the growth we have achieved so far, but also our confidence in the Victorian market," said EY chief executive officer James Hogan.

EY's 777-300ER feature eight Diamond First, 40 Pearl Business & 280 Coral Economy class seats.

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New Indigenous venue

BACKPACKERS in Alice Springs will be able to take part in local Indigenous activities such as art, wildlife interaction & storytelling via a new premises opened yesterday by Federal Tourism Minister Martin Ferguson.

Situated as part of The Haven Backpackers Resort, the centre will allow travellers to share skills, create arts and crafts and to get involved in community activities with local Indigenous populations.

The new venue is aimed at encouraging longer stays and to increase tourist spending.



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EK 2nd biggest int'l carrier

DUBAI-based carrier Emirates has bolstered its market share of international passenger carriage by 0.5 percent year-on-year, latest government data has revealed.

Emirates capacity increases to/from the country comes as its planned partner and Australian-flag carrier, Qantas, saw its share of the market in Dec dip one percentage point, to 16.5%.

With its 9.2% stake, Emirates has drawn equal footing with Singapore Airlines as the second biggest carrier, the Bureau of Infrastructure, Transport and Regional Economics report on Int'l Airline Activity shows.

It's the first time in at least 24 months that the Arabian carrier has taken the number two spot.

A spokesperson for Emirates told *Travel Daily* "market share ebbs and flows month-to-month, however EK has experienced progressive growth in Australia recently through our new service to Adelaide & additional capacity into Melbourne and Perth."

"We have also added more

European, African & Middle East points to our network that are increasingly attractive to inbound and Australian travellers alike.

"Since the announcement of our Qantas partnership, currently pending regulatory approval, many competitors have added significant capacity in what is a very competitive market," EK said.

Singapore Airlines' share itself fell 0.1 percent.

Jetstar boosted its share by 0.2 points to 8.0%, overtaking Air New Zealand in fourth, followed by Virgin Australia in sixth which held 7.9% of carriage.

At the same time, international scheduled passenger traffic in Dec was up nearly 7% to 2.85 million.

The spike coincides with a 4.8% uptick in seats, leading to an improved seat utilisation of 82.3% - up more than two points.

Australian designated carriers held 1.6 percentage points less pax traffic during the period, accounting for 30.2% of services.

MEANWHILE, Emirates today confirmed it will deploy a second A380 superjumbo on the Dubai-Sydney route from 02 Jun 2013.

EK414/415, currently operated using Boeing 777-300ER aircraft, will be upgauged to the 486-seat double-decker aircraft - a capacity increase of 1,848 seats per week.

EK vp Australasia Barry Brown said the commitment to Sydney was a "clear indication" of demand for the state-of-the art A380 and the growing market seeking the early morning service ex SYD.

"A second A380 for Sydney also compliments our proposed plans for the partnership with Qantas," Brown added.

BA swaps QF for CX

BRITISH Airways will expand its codeshare arrangement with **oneworld** alliance partner Cathay Pacific, placing its BA code onto CX services between Hong Kong and all its Australian ports, except Adelaide, from 31 Mar.

Reservations for the new CX-operated BA flights have opened today and covers Cathay's flights to Sydney, Melbourne, Perth, the direct Brisbane service, as well as its triangular route to Cairns, via Brisbane (**TD** breaking news).



FORGET Larry and Kylie or Mel and Kochie - the latest couple to hit Australia's morning TV screens is Matt and Lindsay.



The comedic duo of Etihad country manager Lindsay White and Matt Cameron-Smith from Trafalgar, pictured above, made an appearance on Channel 7's *Morning Show* to promote Europe Week which runs until this coming Fri (**TD** yesterday).

Neither are expecting to parlay their segment into a long-running on-air career, but were happy to launch the joint campaign which includes daily Morning Show segments about Trafalgar Europe - click the logo to see part 1.

Agents are also encouraged to get on board, with a \$10,000 holiday up for grabs this week.

ACCOUNTS ASSISTANT (Operations)

MP Travel is a leading TMC of over 23 years with offices in Sydney, Melbourne and Brisbane and regarded as one of the industry's most sought after employers.

Due to considerable growth MPT is seeking an experienced Accounts Assistant to join our friendly and supportive team for a long term role in our Sydney CBD office. This challenging and varied role involves a broad mix of Accounts Payable and Receivable in addition to general accounting. You will have 3+ years experience, tertiary qualifications, an exceptional eye for detail, analytical skills, a proactive approach and stable work history.

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No agencies please.



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NINETY travel agents from across Perth ventured to Cottesloe Beach last week to meet with representatives from more than a dozen Thailand hotel managers.

Hosted by Asia Escape Holidays in conjunction with the Thailand Tourism Board, the agents heard general product updates from each hotel as well as a number of special offers and value-adds on offer at each property.

Airlines also in attendance offering information on their products included Thai Airways, Bangkok Airways, Singapore Airlines and Virgin Australia.

During the evening, Asia Escape Holidays also unveiled its 2013/14 Thailand brochure, bursting with information on nearly 120 hotels.

Pictured above is Rohanna

Adamy from Asia Escape Holidays (fourth from right) with Thai hotel reps from the Banthai Beach Resort, Santhiya Koh Phangan Resort, Chaweng Regent Beach Resort, Patong Beach Hotel, Baan Samui Resort, Nora Hotels & Resorts, Pathumwan Princess and Le Meridien Phuket Beach Resort.

Cyclone Rusty waiver

QANTAS has today issued a commercial policy for services to Karratha, Port Hedland & Broome due to expected flight disruptions from Tropical Cyclone Rusty.

Pax booked to travel up until 27 Feb have the option to alter destinations, re-route or hold the value of their ticket in credit.

See www.bit.ly/QFSandy.

After Hours Corporate Travel Consultant Weekend and Evening Work

We have a new position available for an experienced travel consultant who has thorough knowledge in fares and ticketing. This is a great role which services all enquiries out of business hours. It has great flexibility and is based on a rotational roster. Great for an experienced corporate travel consultant looking to return to work. Must have corporate travel consulting experience to apply.

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To apply for this corporate travel position please email your resume to mena.clark@24x7solutions.com.au

Delta Heavenly deal

DELTA Air Lines has signed a deal with Westin Heavenly which will see the carrier offer Heavenly In-Flight bedding products in its BusinessElite cabins globally.

BusinessElite pax will receive a Westin Heavenly sleeping pillow and comforter, while passengers on flights over 12 hours will also receive a lumbar pillow.

"Westin Heavenly In-Flight bedding will ensure Delta's customers will be renewed and refreshed when they land," said Brian Povinelli, Global Brand Leader for Westin Hotels.

The new bedding will begin being rolled out in Jun on select US mainland & Hawaii routes.

MEANWHILE, DL will open new Sky Deck at Delta Sky Club open-air outdoor terraces at its Atlanta hub and also as part of its US\$12b revamp of New York JFK Airport.

The rooftop clubs offer runway views and serve as a landside pre-flight passenger relaxation zone.

IDEaS Hamilton gains

HAMILTON Island Resort in the Whitsundays has reported a 6.7% increase in revenue at its Reef View Hotel through the implementation of hotel revenue software developed by IDEA S.

The IDEA S solution allows for the streamlining of revenue forecasting and "allowing more time to be spent analysing data rather than manually manipulating spread sheets," Hamilton Island Enterprises revenue manager Emma Perham said.

Glee star a godmother

EMMY & Tony award-winning entertainer and *Glee* part-time-actress Kristin Chenoweth has been named as the Godmother of Royal Caribbean International's cruise ship, *Quantum of the Seas*.

Chenoweth was chosen for her "effervescent personality & ability to wow audiences," RCI said.

To be delivered in late 2014, the 158,000-tonne *Quantum* will have a capacity of 4,100 guests.

REWARD!

Lost & Found in Singapore



This week **Travel Daily** and **Singapore Tourism Board** are giving you the chance to win **one of four \$200 Red Balloon vouchers**.

Be surprised at the adventures Singapore has to offer! There's certainly more than enough thrills - think free falls or high speed - in this city to set your heart racing. The question is, are you game for it?

Share with us something you found in Singapore and you'll be in the running to win.

I got lost in Singapore and found an exciting adventure: (in 25 words or less)

Send your entry by COB on Fri to: stbcomp@traveldaily.com.au



Westin Chennai open

WESTIN Hotels & Resorts has opened its sixth property in India, the 215-room centrally located The Westin Chennai Velachery.

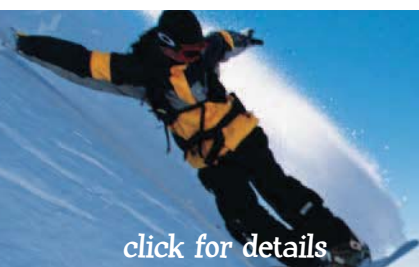
It's the first of seven new Westin hotels expected to launch in the Asia Pacific region in 2013.

ConferenceDirect/GHA

THE Global Hotel Alliance has formed a partnership with full service meeting solutions firm, ConferenceDirect.

The pact will enable the 15 independent luxury hotel brands represented by GHA to build relationships with more planners.

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Money

WELCOME to *Money Talk*, TD's Tue feature on what the Australian dollar is doing.

\$1AUD = US1.026

AFTER several weakening weeks, the Japanese Yen has started to turn its fortunes around against other major currencies, leading to some volatility among the AUD, USD, UK Pound & the Euro.

This resurgence has likely been fuelled by political uncertainty in Europe and an overall weakening of the USD, but not enough to push the AUD back into control.

In fact, the AUD is at the lowest point it has been since last month, recording nearly 1% movements against the Euro and UK pound, which despite a fall, is still circling around its previous high mark.

A prediction of an interest rate cut next week could put further pressure on the AUD globally. *Wholesale rates this morning:*

US	\$1.026
UK	£0.676
NZ	\$1.232
Euro	€0.785
Japan	¥95.08
Thailand	฿30.60
China	¥6.39
South Africa	R9.06
Canada	\$1.05
Crude oil	US\$93.36

New APT Zambezi date

APT is offering a \$500 air credit deal on return flights with South African Airways when booking on its newly added 16 Jun African Journey with *Zambezi Queen* tour-cruise departure date.

The trip includes game drives at Tinga Private Game Lodge & Thanda Tented Safari Camp and is priced from \$10,195ppts.

See www.aptouring.com.au.

Steigenberger reps

DISCOVER the World Marketing and Steigenberger Hotel Group have expanded the scope of its representation to cover the US, Canada, France, UK and Russia.

The hotelier operates 81 hotels in Germany, Austria, Switzerland, the Netherlands, Belgium and Egypt, with a further five planned for Germany this year.

Titanic II reveal

QUEENSLAND tycoon Clive Palmer will this week reveal the design of his *Titanic* replica vessel named *Titanic 2* (TD 30 Apr).

Due to be completed in 2016, the copy will be transported to Southampton before departing on a repeat of the original's maiden voyage to New York, with some wealthy Americans reportedly offering \$1m for a first-class cabin.

Irish Food Trail saving

LAST minute bookings of Tempo Holidays' eight-day Irish Food Trail self-drive tour can save 10% if booked by 28 Feb, for travel before 30 Oct - ph 1300 362 844.

Paul clocks up TG milestone



ABOVE: Chalking up 32 years at Thai Airways last weekend was Paul Bynon, who was surprised by his colleagues and treated to a cake to mark the occasion.

Bynon began with the carrier in Feb 1981, and is **pictured** above in the back row, second from left with colleagues Anita, Paul, Nin, Mandy, Ghada and Khun Karun.

Front row: Louise, Debra, Daniel.

Hot TI deal to India

TRAVEL Indochina has cut \$400 per couple from the price of its Golden Triangle & Jaipur-Udaipur itineraries for booking by 15 Sep and travel valid until 30 Sep.

The Golden Triangle escorted tour travels from Delhi to Agra and Jaipur, priced from \$550ppts, while Jaipur to Udaipur via Jodhpur starts from \$610ppts.

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5	EK423*	15:10	22:10
Daily	EK421	22:05	05:00

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*EK423 currently flying Tuesday, Wednesday, Thursday, Saturday and Sunday. Daily from the 2nd March, 2013.

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'Night Fever' specials

OAKS Hotels & Resorts has released a special 'Night Fever' deal at its Oaks Mon Komo Hotel in Redcliffe, Queensland, in celebration of the recent unveiling of a Bee Gees memorial statue.

The statue was revealed by band member Barry Gibb in honour of the brothers' time spent growing up in the Brisbane suburb.

'Night Fever' rates overlooking Moreton Bay are priced from \$109 per night for a Hotel Room, with a minimum two night stay.

Caesars folds on fees

AFTER years marketing how it didn't charge "resort fees" at its properties, Caesars Entertainment has changed its mind and will roll out the fee at its Las Vegas hotels.

From 01 Mar, all Caesars Group hotels will levy a fee ranging from \$10-\$25 per night for items such as fitness centre access and wi-fi, with the company saying the fees was something "guests asked for."

New city photo tours

A **NEW** sightseeing tour with an emphasis on photography has commenced operations in Sydney, offering opportunities to see many of the city's famous sights while learning the best way to photograph from set places.

Looksfresh Photography is owned and operated by professional snapper Joslin Hartley and offers tours ranging from three hours to a full day, with guides providing tips on how to maximise photo opportunities at key landscapes.

For more information, visit www.looksfresh.com.au.

Hertz League WC pact

HERTZ has signed a deal to become the Official Vehicle Hire Supplier for the Rugby League World Cup 2013, being held in the UK from 26 Oct to 30 Nov.

Under the deal, ticket holders can save 10% off basic car rental rates in the UK, between now and 30 Nov 2013.

ANA 787s out til May

AIR Nippon Airways will ground its entire fleet of Boeing 787 Dreamliner aircraft until at least the end of May, the Japanese carrier has confirmed.



Corporate Account Manager | Melbourne

Air New Zealand has an outstanding opportunity to join the Australian Sales Team in the capacity of Corporate Account Manager.

This exciting role is responsible for the account management of both TMC relationships and corporate clients, along with the development of new business for the Airline. The role is based in Melbourne, with a portfolio that encompasses business in both Victoria and Western Australia.

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AIME kicks off in style

"**STREET-SMART** casual" was the theme for last night's AIME opening reception, which saw delegates to the business events show kick up their heels in

celebration of AIME's 21st year with attendees including 507 hosted buyers and more than 750 exhibitors.

Travel Daily joined the revellers and took these exclusive photos at the event - with lots more online on our website and at facebook.com/traveldaily.

Pictured at top are Giovanna Lever from Tourism Australia; Carole Scott, Canberra Convention Bureau; and Penny Lion of Business Events Australia.

ABOVE: Jodie Collins, Virgin Australia; Gary Manuel, Virgin Australia; and Andrew Heibl, Australian Association of Conference Bureaux ceo.

BELOW: Michelle Thoo of the Singapore Tourism Board with Noel Hawkes, Resorts World Sentosa; Andrea Lee and Anthony Ang, Destination Asia.



ABOVE: The team from Disney Destinations, which is making its first AIME appearance in 2013: Holly Biggs, Sean Harrigan, Aliana Ho, Sarah Ng and Larry Leung.

Quest chalks up 150 hotels



HITTING the 150 hotel milestone late last year (*TD* 21 Nov), Quest Serviced Apartments last week held a special event to celebrate the opening of its new property at Breakfast Creek in Brisbane's northern suburbs.

Attendees enjoyed a tour of the brand new serviced apartments, before the party continued across the road at the iconic Breakfast Creek Hotel.

Quest are in the midst of rapid expansion plans, with six more properties across Australia opening this year alone, three of which will be located in Queensland.

The serviced apartments offer self-contained accom options with multiple bedroom apartments, each containing kitchen and laundry facilities, oversized desks with wi-fi connectivity, plus gym and swimming pool.

Pictured above at the opening event, from left is Quest Breakfast Creek Franchisee Jenny O'Reilly, Quest National Pricing and Distribution Manager Rachel van Raalte and Jacqui Norgon from Quest Serviced Apartments.

Adagio in Autograph

MARRIOTT will induct the Hotel Adagio in San Francisco into its Autograph hotel collection, making the 171-room property the first in the city to become part of the elite hotel collection.

UA non-stop EWR/ANC

UNITED Airlines will launch the only non-stop service between New York and Anchorage, with a new seasonal service due to commence operation on 06 Jul.

The weekly service will operate from New York Liberty using Boeing 757 aircraft, until 31 Aug.

UA offshoot United Express will also introduce a new weekend service from New York Liberty to Traverse City, Michigan between 05 Jul and 25 Aug.

Seadream II to Burma

THE 56-stateroom small-ship *SeaDream II* will make two visits to Myanmar in 2013 as part of 13-day sailings between Singapore and Phuket, SeaDream has said.

Both visits will include almost a full day each and will take place between Nov and Dec this year.

\$13b to clear Aus skies

FEDERAL Transport Minister Anthony Albanese has said that up to \$13b would be the cost of expanding Australian airports to cover growing demand from Asia.

Growth from the burgeoning Asian middle-class is helping to consistently drive arrivals to Australia to record levels, with 11 flights per week ten years ago now sitting at 82, and climbing.

"As history is proving, the happy mix of growing wealth, greater competition and a proliferation of low cost carriers, means that people are taking to the skies like never before," Albanese said.

"Boeing forecasts that by the early 2030s, the Asia-Pacific will account for an astonishing half of the world's air traffic."

"Sydney needs a second airport sooner rather than later".

Tuesday 26th Feb 2013

Pullman Albert Park

ACCOR'S takeover and rebrand of former Mirvac properties is continuing, with The Sebel Albert Park in Melbourne to be renamed as the Pullman Melbourne Albert Park after a multi-million dollar renovation and refurbishment.

Next door, the Citigate Hotel will also receive a rename, becoming the city's third Mercure.

The rebrandings will see the lobbies of both properties receive a redesign, with the 169 rooms at the soon-to-become Pullman will also undergo a makeover prior to being reopened in Aug.



Win

a luxury trip to Abu Dhabi



Abu Dhabi Tourism & Culture Authority is giving one lucky Travel Daily reader and their guest the chance to experience the awe-inspiring nature, exhilarating adventure, rich culture and warm Arabian hospitality of Abu Dhabi.

Your luxurious prize will include: return Coral Economy Class flights to Abu Dhabi (ex Sydney, Melbourne or Brisbane) with award-winning Etihad Airways, 4 nights' accommodation at the 5* beachfront Fairmont Bab Al Bahr, an Arabian Adventures City Spectacular Tour, Sundowner Dune Safari and return airport transfers.

For the month of February, simply send the correct answers for our daily questions to abudhabicomp@traveldaily.com.au and this fascinating Arabian holiday for two could be yours.

Q18. Which Michelin star celebrity chef, currently hosting a television show in Australia, has a restaurant within Fairmont Bab Al Bahr Hotel, Abu Dhabi?

The deadline for all answers is 5.00pm Thursday 28th February, 2013.

Click here for full terms & conditions and to view all questions.



Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new regular feature. Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE.**

Supplier enquiries for notices: advertising@traveldaily.com.au

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HOT ROLES OF THE WEEK

Team Leader/Operations Manager, Corporate Travel, SYD

- ✓ Award winning team of professionals
- ✓ Fast paced and fast growing business
- ✓ Executive salary
- ✓ Excellent career progression opportunity

Contact Sally Frape on 02 9231 6444
or email sally@tmsap.com

Cruise Team Leader/Operations Manager, SYD

- ✓ Leading travel company
- ✓ Executive salary
- ✓ Strategic role on management team
- ✓ Thriving business with dynamic team

Contact Ainslie Hunt on 02 9231 6444
or email ainslie@tmsap.com

Corporate Business Development Manager, SYD x 3

- ✓ Strategic sales / hunters required
- ✓ Strong B2B sales
- ✓ Have a proven track record
- ✓ Excellent career progression opportunities

Contact Sally Frape on 02 9231 6444
or email sally@tmsap.com

Strategic Client Manager, VIC

- ✓ Manage 2 large market clients
- ✓ Implement strategies for corporate clients
- ✓ Excellent Executive Remuneration
- ✓ Great career growth opportunities

Contact Ainslie Hunt on 02 9231 6444
or email ainslie@tmsap.com

Leisure Business Development Manager, SYD

- ✓ Varied International product
- ✓ Strong on road sales role
- ✓ Career progression opportunities
- ✓ International travel involved

Contact Ainslie Hunt on 02 9231 6444
or email ainslie@tmsap.com

Online Hotel Account Manager, SYD

- ✓ Manage portfolio of hotel accounts
- ✓ Build strong relationships to maximise business
- ✓ Casual and dynamic office environment
- ✓ Career progression opportunities


Contact Sally Frape on 02 9231 6444
or email sally@tmsap.com

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AA APPOINTMENTS

RECRUITMENT CONSULTANTS



**IT'S A JUNGLE OUT THERE!
LET AA ASSIST WITH YOUR JOB HUNT**

NSW & ACT: 8/6 O'Connell St, SYDNEY - (02) 9231 6377 - apply@aaappointments.com.au
VIC, WA & SA: 1/167-169 Queen St, MELBOURNE - (03) 9670 2577 - recruit@aaappointments.com.au
QLD & NT: 13/97 Creek St, BRISBANE - (07) 3229 9600 - employment@aaappointments.com.au
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**ALWAYS DREAMT OF BEING ON THE ROAD?
SALES SUPPORT CO-ORDINATOR – MAJOR WHOLESALER
SYDNEY - SALARY PACKAGE \$50K+**

Working in wholesale reservations & want to move into sales? Or maybe you are already a sales co-ordinator looking to move? Well great news - this is the dream role you've been waiting for. This award winning wholesaler is looking for a talented individual to join their sales division. Your role will involve assisting and supporting the sales team in marketing campaigns and new sales initiatives, management reports, organising educational and so much more! Don't delay-apply NOW!

BACK TO BUSINESS

**CORPORATE TRAVEL X 5: ALL LEVELS
SYDNEY METRO – SALARY PACKAGES FROM \$50K– \$85K**
Whether you are looking at a salary increase, a step into leadership or just a change of scenery we have the perfect CORPORATE role for you. We are currently recruiting for a number of corporate TMC's; from boutique through to Global and everything in between. If you have corporate travel experience or you are a retail consultant looking to make a change, contact the corporate travel recruitment specialists at AA Appointments today. This is your time!

**MARVELLOUS MARKETING
PRODUCT & MARKETING COORDINATOR
ADELAIDE – SALARY PACKAGE UP TO \$60K+ (DOE)**

Do not miss your chance to be considered for this rare, if not almost unheard of, product and marketing role in Adelaide! This boutique travel company requires a travel professional with marketing and/or product experience to assist in their wholesale department. Working closely with the Owners, you will assist in the development and creation of tours, future brochure production and marketing ideas.

**WORK DOESN'T HAVE TO BE A CHORE....
SENIOR LEISURE PROFESSIONALS**

MELBOURNE (INNER) – SALARY PACKAGE TO \$63K+ (DOE)
Dragging yourself to work every day wondering is this as good as it gets? Work doesn't have to be a chore when you join this luxury high end travel agency. Servicing the discerning traveller, you will thoroughly enjoy the quality travel requests, professional working environment and great working hours. Min. 5 years international travel consulting experience required together with VIP service skills.

**TAP INTO YOUR SALES SIDE
WHOLESALE TRAVEL CONSULTANT
PERTH (CITY) – SALARY PACKAGE TO \$70K+ (OTE)**

Enjoy the buzz of reaching your target and personal goals however are tired of the time-wasting general public?! Move to wholesale travel and service retail agents with varied international holiday requests! To be successful in this role a proven sales history is required together with an energetic and positive approach. Minimum 3 years international retail travel consulting experience required & a strong phone manner.

**NO MORE CITY COMMUTE
RETAIL TRAVEL CONSULTANT**

MELBOURNE (SOUTH) – SALARY PACKAGE TO \$60K (OTE)
Join a friendly and successful office close to home and regain a better work / life balance. This privately owned retail travel agency is one of Melbourne's most successful agencies and it currently has an opening available to an experienced travel consultant with a minimum 2 years' experience. Galileo and Crosscheck is highly regarded however not essential. Apply now and secure a strong base salary plus commissions!

**ONE WAY TICKET TO THE TOP
TICKETING CONSULTANTS
BRISBANE CBD – SALARY PACKAGE \$55K OTE**

Looking to step away from consulting? Love a fast paced environment? Then don't let this superb role pass you by. This leading travel company is looking for experienced travel consultants to assist them in their fares and ticketing dept. You will be responsible for handling all aspects of ticketing for agents. You may also assist in calculating taxes, additional collection charges and fares advice. Enjoy top \$\$, ongoing training and fantastic career progression. Call to find out more.

**LEADER OF THE PACK
RETAIL TRAVEL MANAGER
TOWNSVILLE - TOP INDUSTRY PACKAGE**

Experienced retail travel managers – don't let this rare gem pass you by. We currently have the opportunity for an experienced manager or 2IC to step into a retail travel manager position for a reputable national travel brand. Along with managing the daily running of the office, train and motivating team members you will also handle the leisure travel plans of a range of clientele. A top salary pkg will be on offer along with \$\$ bonuses and head office support.



HAYMAN

GREAT BARRIER REEF

UNWIND FOR A MOMENT

WITH THIS TRAVEL INDUSTRY ESCAPE

Enjoy an exclusive Travel Industry Escape to Hayman and wake up in your private island wonderland at the gateway to the breathtaking Great Barrier Reef.

**2-NIGHT TRAVEL INDUSTRY ESCAPE
FROM \$440 PP TWIN SHARE
INCLUDING BREAKFAST AND LAUNCH TRANSFERS**

Valid for travel until 31 July 2013 and subject to availability. Offer is based on a minimum 2-night stay including twin-share accommodation, daily buffet breakfast and return launch transfers from Hamilton Island or Shute Harbour. Available to bona-fide travel industry employees only and employee identification is required. Rates quoted in Australian dollars inclusive of GST and subject to change without notice.

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1800 988 807

 LEADING
HOTELS®

Trade Sales Co-ordinator



Job Description

Merlin Entertainments Group is home to a fantastic range of attractions globally including Madame Tussauds, The EDF Energy London Eye, SEA LIFE, WILD LIFE and LEGOLAND. Here in Sydney we own and operate SEA LIFE Sydney Aquarium, The Sydney Tower Eye, WILD LIFE Sydney Zoo, Madame Tussauds and Manly SEA LIFE Sanctuary. We employ over 18,000 people worldwide who are dedicated to delivering magical experiences in over 80 attractions all around the world.

We are currently recruiting for a Trade Sales Co-ordinator, based in Sydney, to drive 3rd party ticket sales through our Domestic network of ticket resellers including hotels, backpacker and corporate market, as well as providing high quality administrative service to the Trade Sales Team. You will identify, set up and act as the day to day point of contact with local Domestic Trade partners to grow business through pro-active Sales & Marketing activity with our network of Domestic channels. You will also be required to attend exhibitions and local Trade shows to establish new partners and sales channels.

You will be assisting and supporting the Trade Sales Team by helping to deliver volume, revenue and SPH targets from the Domestic and Inbound Trade markets. Support in fulfillment of partnerships with the various trade channels including International tour operators, wholesalers, online and offline agents, hotel and backpacker segment.

This is a great opportunity to take your career to a new level and work for one of the world's best known attraction brands.

Desired Skills & Experience

With a minimum of 2 years Sales experience in the tourism/ leisure industry, you will already have a solid network of Trade contacts alongside strong relationship building skills, excellent communication, negotiation and presentation skills. You will be proactive, well organised and have a passion to deliver against your targets in a results-driven industry.

Company Description

Merlin Entertainments is a business built on fun. We have over 90 global attractions spread across 21 countries and four continents, and with five to seven new sites opening every year, we're only getting bigger. In fact, we're the second largest attractions operator in the world. More importantly, we're the people behind some of the best-known names in global leisure. These include the likes of SEA LIFE, Madame Tussauds, the Dungeons and LEGOLAND, as well as local icons such as The EDF Energy London Eye, Gardaland Resort, Heide Park Resort and Alton Towers Resort. It's a huge variety of attractions, each more different than the last. But they all share the same goal: to provide a truly memorable experience and a great day out for all the family.

Please send your CV to

blerina.dula@merlinentertainments.com.au

Deadline: 1ST of March 2013

