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# Travel Daily

First with the news

Monday 7th January 2013

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## Uber 2013 G incentive

**G ADVENTURES** has announced it will again be running its UMI (Uber-Massive Incentive) in 2013, with the prize pool expanded to a whopping \$100,000 this year.

The adventure tour operator will offer places on 12 of its most exciting trips to its top selling agents, which for this year will be based on passenger numbers instead of revenue generated.

Places available include tours to the Polar regions, Africa, Morocco, the Inca Trail and Galapagos, with the top three placings able to choose before the remaining nine trips will be drawn at random.

"G Adventures prides itself on its close working relationships with our trade partners and we are always looking for ways that we can reward our network of superstar agents," Australia & NZ Head Honcho Pete Rawley said.

For more info on how to enter, visit [www.bit.ly/ubergpromo](http://www.bit.ly/ubergpromo).

**MEANWHILE**, G Adventures has sweetened the deal further, releasing a 15% discount on all tours booked throughout Jan.

"No other industry incentive offers you this type of opportunity," Rawley added.

## VA waitlists network-wide

**PASSENGERS** flying with Virgin Australia will be able to waitlist on all domestic and international short-haul flights for the first time, effective next week.

The move is one of a number of initiatives Virgin Australia will roll out when it upgrades to the SabreSonic CSS later this week, including the termination of the 'DJ' code from 14 Jan (**TD** 14 Dec).

Currently, flight waitlists are limited to Virgin's Australia's int'l long-haul services only.

From 13 Jan, agents will have the ability to waitlist VA seats for upgrades on flights where the requested cabin is fully booked in J, W or Y classes, via GDS or Virgin's Guest Contact Centre.

VA is advising the trade that waitlists cannot be requested or cleared at airports, and that payment will only be required should the seat become available.

The expansion to its other flight ops ensures "consistent business processes and industry practices across our domestic and international operations," VA says.

The transition to SabreSonic is planned to commence on Fri this

week, with VA now encouraging agents to book long-haul flights over this coming weekend with its alliance partners - Delta Air Lines, Air New Zealand, Etihad and Singapore Airlines.

The massive GDS switch-over has been in the pipeline for more than 12 months, and has included "rigorous testing sequences and scenario planning."

Over 4,000 staff have been trained on the system changes & processes, with Virgin deploying up to 30% extra staff in airports, call centres and other locations "to ensure a smooth transition."

Virgin says it has also reduced the number of pax travelling over the period to ensure minimal disruptions, brought about by flight scheduling adjustments and load management.

"Capacity will be increased towards the end of January to meet the expected resumption of higher volumes of corporate travel," VA said in a trade memo.

VA is also forewarning guests on its website to be prepared for "slower than usual" booking and check-in processes between 12-20 Jan due to the GDS change.

Guests on domestic and int'l flights are being told to check-in at least 60 minutes and 3 hours prior to departure respectively.

**MEANWHILE**, a new 'Ask Virgin Australia' service tool will be added to VA's website to act as a "Virtual Assistant" for guests.

Also to be introduced is a new flight credit tool dubbed 'Travel Bank', replacing the existing credit system, which will store credits in a password protected online location for future payments.

## Air NZ 5 day fare sale

**FARES** across the Tasman are being offered from as low as \$159 one way in Air New Zealand's 'cheap seats' 5-day promotion.

Fares on sale until 11 Jan from Sydney, Melbourne, Brisbane, the Gold Coast, Sunshine Coast, Cairns, Adelaide & Perth to NZ gateways including Auckland, Wellington, Christchurch, Rotorua, Dunedin and Queenstown.

For further details and travel dates see today's cover page.

## Tasmania fire advice

**TOURISM** Tasmania and the Tourism Industry Council are encouraging tourism operators to keep up to date on the Tassie fire situation through the ABC, at [www.abc.net.au/news/tas](http://www.abc.net.au/news/tas).

Apple Isle visitors seeking alternative accom due to the fires should contact The Tasmanian Visitor Centre on 1800 990 440.

**MEANWHILE**, Qantas is offering a waiver on fees for passengers on flights for travel to/from Tassie affected by the bush fires.

Pax on QF tickets issued on or before 07 Jan can make changes until 12 Jan - [www.bit.ly/QFTas](http://www.bit.ly/QFTas).

## Qantas ROE revised

**QANTAS** has advised agents of an amended IATA Rate of Exchange (ROE) for the Australian Dollar to 0.954044, effective 01 Jan 2013.

## Six pages of news

**Travel Daily** today has six pages of news & photos, including a front full page for **Air New Zealand** plus full pages: (**click**)

- AA Appointments
- Travel Trade Recruitment

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Monday 7th January 2013

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## EK African increase

**EMIRATES** is celebrating the first anniversary of its services to Lusaka and Harare, announcing it will add more than 1,600 seats per week on services to the cities.

From 01 Feb, the carrier will fly Boeing 777-200ER aircraft on the routes, a capacity increase of 50% and becoming the first carrier to operate the aircraft to LUN & HRE.

Since its inception, Emirates has transported 55,000 pax on the triangular route from Dubai.

## MH ramps up commission

**MALAYSIA** Airlines has kicked its new year off in style, launching a sales promotion in which agents across Australia will be able to earn 12% commission - double the current level - on tickets issued from today until 28 Feb (**TD** breaking news).

The bonus commission offer is valid for the carrier's entire range

of destinations, on a retail and wholesale basis and inclusive of YQ fuel surcharges.

Eligible tickets must be issued on 232 ticket stock for travel originating from Australia only.

Domestic seats within Malaysia, including Singapore or Brunei are non-commissionable, while any MH travel commencing outside of Australia will remain at current 6% commission rates.

Malaysia Airlines will see its marketing boosted from next month as it is officially inducted into the **oneworld** airline alliance, with the carrier's admission into the group sponsored by Qantas.

Agents seeking further details on the commission bonus offer can contact the MH Agency Desk on 1300 655 324.

## Virgin Australia adds long-haul seat select

**VIRGIN** Australia has begun enabling passengers to choose assigned seats on long-haul international flights at no charge.

Announced in a trade memo, VA introduced the seat selection option yesterday, however noted seat requests were not a guarantee due to operational or safety reasons.

The option is available at time of booking only when booking through Virgin's website or agency and corporate portals.

It's also available through GDSs, the Guest Contact Centre and at Virgin Australia check-in counters.

## Indonesia tourist goal

**A TARGET** of welcoming nine million tourists in 2013 has been set by the Indonesian Govt, a jump of 12.5% on the 8m visitors to the nation in 2012, according to Indonesian Minister for Tourism Mari Elka Pangestu.

## COMMONWEALTH BANK NEW TRAVEL TEAM - PARRAMATTA

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# TAUCK

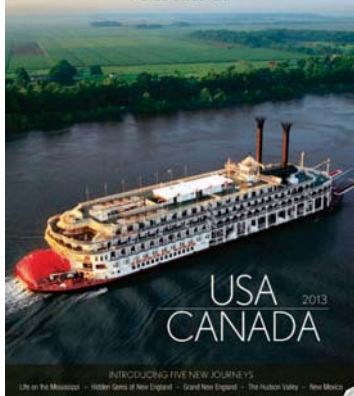
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## US/AA merger soon?

**BANKRUPT** AMR Corp, owner of American Airlines, and US Airways have given the strongest hint that a merger announcement could be imminent, issuing a joint statement on the completion of employment discussions for pilots.

Terms of any forthcoming announcement remain bound by a non-disclosure agreement in place from late last year, following a formal all-stock \$8.5b bid made by US Airways in Dec (**TD** 11 Dec).

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## Accor's special Christmas treat



**CORPORATE** Travel Management staff working over the Christmas holiday break were treated to a variety of delectable goodies such as gingerbread houses and special Accor branded M&M chocolates.

The treats were delivered by the Accor Sales team, led by Elizabeth Ford, with the CTM Team turning

them into brightly decorated Accor themed gingerbread hotels, before tucking into the rest of the delights brought by Santa Accor.

Accor's team are **pictured** above with the CTM consultants, client value managers, team leaders and Supplier Relations Manager Donna Backhouse.

## 12 months of Merlin

**MERLIN** Entertainments is offering savings of up to 20% on its Merlin Annual Pass valid for unlimited entry at 11 attractions in Australia and New Zealand.

Priced at \$80 per adult, \$56 per child (4-15 years) or \$236 for a family (2 adults and 2 children) when paid online, the pass entitles entry to Sydney SEA LIFE Aquarium, WILDLIFE Sydney Zoo, The Sydney Tower Eye, Manly SEA LIFE Sanctuary, Madame Tussauds Sydney, Melbourne Aquarium, UnderWater World Mooloolaba & Kelly Tarlton's SEA LIFE Aquarium.

The pass also provides 20% off food and beverage purchases at Merlin attractions, 10% off retail purchases, faster attraction entry and discounts off the SKYWALK and Shark Dive Xtreme at Sydney Tower Eye and Manly SEA LIFE respectively.

The 12 month pass is validated from the date of first entry.

See [merlinannualpass.com.au](http://merlinannualpass.com.au).

## Mt Lofty renovation

**THE** Grand Mercure Mount Lofty House in South Australia has completed a facelift project aimed at driving high yield visitors to the Adelaide Hills region.

Completed in late Dec, the boutique property has revamped 28 of its accommodation rooms to five-star standard, along with upgrading of all common areas.

A new day spa, an expansion of the property's restaurant and function space & a refurbishment of all conference and function rooms are among the upgrades.

General Manager Craig Dodd said the project would enable Mount Lofty House to cater for larger events and conferences.



## Window Seat

**SIR** Richard Branson has proven he is nothing if not a man of his word, advising rival airline AirAsia owner Tony Fernandes he will don the red skirt and strut the aisle of a special flight to honour a losing bet he made from 2010 when the two were rival Formula 1 team owners.

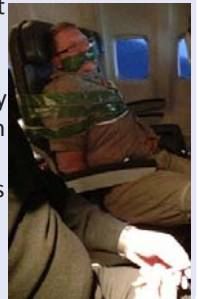
The stunt has been delayed a number of times since Branson-owned Virgin Racing finished below Fernandes-owned Lotus in the 2010 F1 team standings due to the royal wedding in London and Branson breaking his leg skiing (**TD** 27 Apr 11).

Branson will crew the special flight, on which seats will be auctioned for charity, in May this year between Kuala Lumpur and London Stansted.

**PASSENGERS** aboard a routine flight from Iceland to New York were forced to restrain an unruly passenger who suffered a meltdown midflight by taping him to his seat.

After threatening to bring the plane down and attempting to strangle the woman seated next to him, crew were forced to take the step to control the man, who was promptly arrested upon arrival at New York.

A photo of the man firmly secured, taken by another passenger, has since gone viral on social media sites.



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## Palm Fairmont opens

**FAIRMONT** Hotels & Resorts has opened the Dubai - Fairmont the Palm on the trunk of the Palm Jumeirah in the UAE.

The \$330 million property has 381-guestrooms and features 460 metres of beachfront.

## Air China to Houston

**STAR** Alliance carrier Air China has signalled plans to launch new nonstop services between Beijing and Houston from Jul this year.

The City of Houston told the US Dept of Transportation last week the proposed new CA Texas route would be welcomed by Houston Airport System and Houston's George Bush International Airport.

## Heliport put on hold

**PLANS** for a floating heliport in Sydney Harbour (**TD** 20 Nov) to be operated by Newcastle Helicopters have been put on hold pending further assessment and public consultation, NSW Deputy Premier Andrew Stoner said.

## NT chase more cruises

**NORTHERN** Territory Minister for Tourism & Major Events Matt Conlon has recently held talks with representatives from cruise operators Carnival Australia, Royal Caribbean and Orion Expedition in an effort to secure visitation from cruise ships to Darwin.

Cruising delivered over 50,000 pax and 24,000 crew in 2011-12, contributing \$64.4m to the NT economy, latest figures reveal.

"The cruise sector has experienced significant growth over recent years and Darwin is well placed to capitalise on this," Conlon said following the talks.

"During the meetings with the cruise operators, I have expressed my enthusiasm to see the cruise market grow in Darwin".

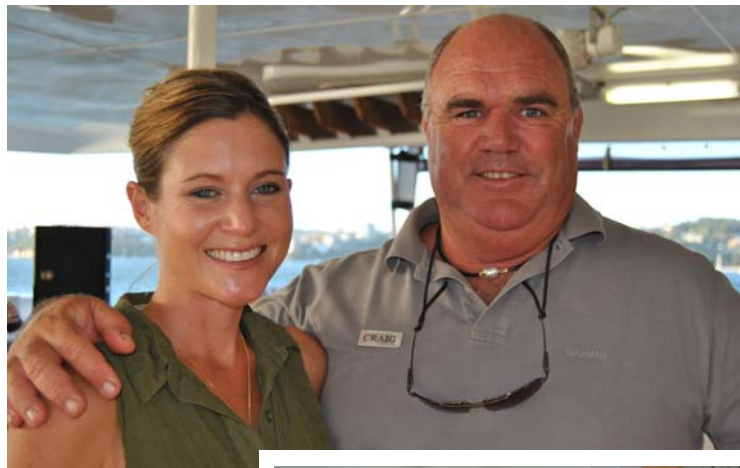
The primary cruising tourism season runs from Oct-Apr, in line with shoulder season among Top End tourism operators.

## AS sets records in '12

**ALASKA** Airlines' mainline ops set two records in 2013, with the group reporting new benchmarks for load factors and passengers.

During the 12 month period ending 31 Dec, AS's load factor was 86.6% - up 1.4% - while pax numbers increased by 4 percent to over 18,500.

## True North south east



**TOP** travel agents turn up in the most unlikely places.

Lisa Upton, who is well known to the travel industry as the 2009 winner of the Avis Travel Agent Scholarship of Excellence, was one of the hosts on board *True North* during a special Sydney Harbour cruise last Fri.

Upton, who worked at Harvey World Travel Noosa, is now part of the *True North* team based in the cruise company's Broome head office.

She's **pictured** above with *True North* owner Craig Howson while the luxury vessel was showcased to industry partners and key clients as part of her 2012/13 Sydney visit.

The 18-cabin vessel is now heading south to Melbourne for another industry event, before continuing on with a cruise taking in South Australia's spectacular Kangaroo Island.

*True North* will then move on to Fremantle where she will undergo an annual two month refit, before recommencing her 2013 Kimberley season which is almost completely booked out.

Howson welcomed guests on board, and highlighted key features of the vessel including its onboard helicopter and expert naturalists - not to mention the Australian crew who clearly enjoyed interacting with guests



during last Fri's short cruise.

Although the Kimberley region provides most of *True North's* perennially popular itineraries, the vessel has ventured further afar in recent years and now offers a range of new trips taking in undiscovered West Papua and Papua New Guinea.

*True North* is able to venture hundreds of kilometres up PNG's Sepik River, and during last year's trip some of the villagers visited said they hadn't seen any westerners for over six years.

The cruises also offer the opportunity to experience the whale sharks of Cenderawasih Bay, a body of water north of PNG where these massive ocean creatures congregate.

**Pictured** inset above from on board *True North* in Sydney are Mary Has from Cable Beach Club and Robyn Maher of Australia's North West Tourism, both of whom are key partners for the cruise company.

See [northstarcruises.com.au](http://northstarcruises.com.au).

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We require 5 or more years of proven experience in similar role, extensive understanding of Australian travel industry and Airline Marketing, strong sales ability, negotiation skills, good knowledge of MS Office application and ability to work within a multi-national and multi-cultural environment with excellent leadership skills. GDS system and ticketing knowledge will be an advantage.

### Sales Executive (MEL based)

The successful candidate is ambitious, target driven, able to maximize commercial success, surpass allocated targets in his/her area of responsibility and create maximum awareness of Qatar Airways products and services.

We require 3 or more years of professional sales experience, preferably in the airline industry, with proven knowledge of MS Office application, negotiation and presentation skills. GDS system and ticketing skills will be an advantage.

**Applicants must have the right to live and work in Australia. Please send your detailed CV to [employment@au.qatarairways.com](mailto:employment@au.qatarairways.com) by 11 Jan 2013. Only those candidates that have made the shortlist will be advised.**



## ET to South America

**ETHIOPIAN** Airlines will become the first East African carrier to begin scheduled service to South America, with direct flights to Sao Paulo and Rio de Janeiro set to debut from 01 Jun.

## IHG Vietnam opening

**INTERCONTINENTAL** Hotel Group has announced the launch date of its new flagship property in Vietnam - the Danang Sun Peninsula Resort, to be 01 Jun.

The resort will feature 197 rooms, suites and villas located 30 mins from Danang Int'l Airport.

## Skybus express lanes

**VICTORIA'S** State Government has flagged plans to modify an existing emergency lane on Melbourne's Tullamarine Freeway and the Bolte Bridge - a move being welcomed by the Victoria Tourism Industry Council.

VTIC chief executive Dianne Smith said the opening of the lanes for exclusive use of the airport to city express Skybus service would serve as a "red carpet" for visitors to the state.

"It is great that the State Govt has recognised the issue of congestion on the major roads leading to the airport and the potential impact this could have on Victoria's \$15.9b visitor economy as well as on locals," Smith said.

"It is important to consider visitor needs when looking at public transport infrastructure. Improving the visitor experience is essential for Victoria to remain a desirable and successful tourist destination, and any measure to ease access to the airport is welcomed," she added.

## Promotion by cricket

A **NEW** marketing campaign by the Sri Lanka Tourism Promotion Bureau has been launched to coincide with the subcontinental nation's cricket tour of Australia.

The push began its first innings at the recent Boxing Day test match in Melbourne and will run throughout the team's tour & has a target of luring 50,000 Aussie travellers to Sri Lanka during 2013.

SLTPB said visitation figures by Australians in 2012 were 35,000 or 0.5% of total Aussie departures.

## Mekong fly free offer

**SCENIC** Tours has a partner fly free promotion (including taxes) on its 19-day Journey Along the Mekong tour, valid for bookings made by 31 Mar 2013.

The second person deal is offered from Sydney, Melbourne, Brisbane, Perth and Adelaide, with prices starting at \$7,220 per person twin share - 1300 723 642.

## Bumper TEQ calendar

**QUEENSLAND** Tourism Minister Jann Stuckey says the state's new 'super' tourism body - Tourism & Events Queensland - will deliver over 44 major events along with 80 regional events to attract visitors and support tourism over the next 12 months.

## Cooking up a Balinese storm



**TOP-SELLING** agents from New Horizons Holidays were recently whisked off to the holiday island as a thank you from the wholesaler for their hard efforts.

Whilst in Bali, experiences in Balinese culture and tradition were enjoyed by the group, as well as having the opportunity to inspect some of the resorts the agents book for their clients.

A favourite experience was a traditional Balinese cooking class,

held at the luxurious Anantara Uluwatu Resort & Spa, in which the group are **pictured** above tucking in to their creations from the lesson, and from left is Vicki Gordon, New Horizons Holidays; Tula Beames, RAC Travel Perth; Anantara Uluwatu Chef; Joanne Francis, Global Travel Solutions; Lilli Dickson, New Horizons Holidays; Gail Wangler, Our Travel Agent and Chris Evans from New Horizons Holidays.



## Brochures of the Week

**WELCOME** to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



### Quark Expeditions - Polar Voyages 2013-14

Among the highlights on offer in the new guide from Quark are a selection of brand new itineraries including the 15-day Greenland Explorer and a 23-day Epic Antarctica journey, among others. Quark is seeking the help of its passengers to select its Polar "Big 5" animal group, in a concept similar to Africa but selecting animals such as leopard seals, polar bears and reindeer. Also featured are details on the new Sea Spirit arctic expedition vessel.



### Sun Island Tours - Egypt, Israel & Dubai 2013

Packed into the new Sun Island range of guides are a number of private packages enabling customers to personalise touring to suit their needs, more than 350 hotels throughout Egypt, an 11-night cruise package and regional touring into Jordan, Oman and Abu Dhabi. Sun Island has contracted services of very experienced local ground operators offering wide touring ranges.



### Seabourn - The Cruise Collection 2013-2014

The global offerings of the Seabourn fleet of vessels is detailed in this new guide, which includes sailings on ships of all sizes to destinations across the world. The brochure includes deck plans and ship information on voyages incorporating Australia & NZ, South America and Antarctica, India and Asia, the Caribbean, Canada and Atlantic crossings, Europe, Greek Isles and round world sailings.

## PuLi Hotel BOGOF

**SHANGHAI'S** The PuLi Hotel & Spa is promoting a Buy-One-Get-One-Free deal for a second night's stay across all room categories, valid until 28 Feb - to book, email [reservations@thepuli.com](mailto:reservations@thepuli.com).

## AirAsia Expedia ceo

**KATHLEEN** Tan has been named as the new chief executive officer of AirAsia Expedia - the new joint venture between the carrier and online accommodation retailer, with Tan to oversee Asian markets.



## TICKET OFFICER (TEMPORARY) SINGAPORE AIRLINES SYDNEY

Singapore Airlines Limited is seeking to appoint a Ticket Officer, on a temporary basis, in its Sydney Ticket Office.

### TERMS OF EMPLOYMENT:

This is a non-shiftwork, temporary Full-time position.

### HOURS OF DUTY:

38 hours per week Monday to Friday.

### JOB SPECIFICATIONS:

Service all aspects of fares, ticketing, refunds, agency quotes and passenger enquiries with an emphasis on customer service.

### QUALIFICATIONS:

Experienced in GDS, Auto-ticketing, fares and ticketing, a polite and pleasant personality with a strong service attitude, a keen attention to detail, the ability to work well as part of a team, and completion of Fares & Ticketing II.

### SALARY:

Range from: \$41,619 p.a. to \$52,178 p.a. subject to experience.

### APPLICATIONS:

Written applications to be forwarded to: Leanne Rose, Ticket Office Supervisor - Sydney  
Via E-mail: [Leanne\\_Rose@singaporeair.com.sg](mailto:Leanne_Rose@singaporeair.com.sg)

**Applications close 5pm, Monday, 14 January 2013. Only suitable applicants will be accorded an interview.**



**CROWN** Hotels delivered a hearty vote of thanks to its corporate travel agents in Sydney and Melbourne by hosting two ten-pin bowling events recently.

Teams donned a colourful bevy of Hawaiian shirts and flower leis for the events, with best dressed contests held in addition to the race for the best overall scores.

Competing teams included Eden Corporate Travel, World Travel Professionals, Spencer Business Travel, Goldman Travel, Voyager Travel, Qantas Holidays and more.

In closely fought contests, GTA claimed the title of king-pins in Sydney, crowned as champions along with Corporate Travel Management in Melbourne.

CTM's winning team of Sarah Allen, Zara Spoyal, Pamela Deza, Leo Dalton, Paulo Fernandes, Greer Jackson & Denise Howship are **pictured** above claiming their trophy and bragging rights.

## Rock launches reward

**HARD** Rock International has launched a new global loyalty program for its network of resorts, hotels, shops, casinos and restaurants worldwide.

The scheme is entitled "Hard Rock Rewards", can be joined online, with available rewards including priority seating at restaurants, free room upgrades at hotels, with point milestones are also able to be redeemed for selected rock music memorabilia.

## AF in AZ buyout talks

**AIR** France-KLM is reportedly in advanced talks with management of Alitalia, which is again hovering close to bankruptcy, according to an Italian newspaper.

Alitalia is already 25% owned by the French carrier, with the remainder held by a consortium of foreign investors.

Air France has previously said it would wait until 2014 to exercise a control option on the carrier.

## Angsana sale to REIT

**THE** Maldives' Angsana Velavaru resort has been sold for US\$71m to Singapore based firm REIT.

Located in the South Nilandhe Atoll, the property will continue to be operated by Banyan Tree under the same name.

Set on its own private island, Angsana Velavaru has 79 beach-front villas and 34 ocean villas.

## Kingfisher return vow

**DEBT-LADEN** Indian carrier Kingfisher Airlines has missed the deadline date for the renewal of its flying permit expire, according to India's aviation regulator.

Kingfisher has of late been in talks with Etihad Airways over the sale of a stake in the carrier, which has been grounded since Oct over months of unpaid wages.

EY has also been confirmed as holding talks with Jet Airways bosses regarding a stake purchase.

## China carriers alliance

**FOUR** of the largest airlines based in China and Taiwan have formed a regional alliance in an effort to boost service offerings and improve competitiveness by sharing resources.

The agreement, dubbed 'Great China, fly together', has been signed by China Southern Airlines, China Eastern Airlines, Xiamen Airlines & Taiwan's China Airlines, all of whom are members of the SkyTeam alliance.

A statement on the pact also said a major reason for the alignment was to boost the competitiveness of the group's members against Cathay Pacific.

## HHonors double up

**HILTON** Worldwide's loyalty scheme, Hilton HHonors, is offering members double points or airline miles for qualified hotel stays completed between 07 Jan and 31 Mar 2013.

Register with HHilton before checking in to take advantage of the Double Your HHilton promo - see [www.HHonors.com/Double](http://www.HHonors.com/Double).

## WIN A HOLIDAY TO SINGAPORE

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- Two return economy flights from Sydney to Singapore on **British Airways**
- Airport transfers



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CITY HALL

**BRITISH AIRWAYS**

### WIN THIS WEEK'S PRIZE

- Three nights at **Park Hotel Hong Kong**



**PARK HOTEL**  
HONG KONG

Throughout January, **Travel Daily** is giving readers the chance to win an incredible major prize of a trip for two to Singapore, including flights, courtesy of **Park Hotel Group** and **British Airways**.

Park Hotel Group is also giving away three weekly prizes of hotel stays in Singapore and Hong Kong.

To win the first weekly prize, simply answer Question 1 (below) by close of business on Friday 11th Jan 2013. The subscriber with the most creative answer will be the weekly winner.

There will be three questions throughout the month. At the end of January the **TD** reader with the most creative responses to **all three** questions will win the major prize of a holiday for two people to Singapore, flying British Airways.

**Q1: In 25 words or less tell us what Chinese Zodiac animal best represents the Park Hotel Hong Kong and why?**



Send your entries to: [parkhotelcomp@traveldaily.com.au](mailto:parkhotelcomp@traveldaily.com.au)

[CLICK HERE](#) for terms & conditions



**PARK HOTEL GROUP**

**BRITISH AIRWAYS**

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

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**Travel Daily Group:**

**CRUISE**  
WEEKLY



**Pharmacy**  
DAILY



## CONTINUE MOVING YOUR EXECUTIVE CAREER FORWARD WITH AA

### JOIN THE LARGEST RECRUITMENT TEAM EXECUTIVE RECRUITMENT CONSULANT SYDNEY – SALARY PACKAGE OTE \$80K+

Sick of dealing with client complaints? Tired of looking after staff? Here's a chance to use your client management skills in a whole new direction! Join the AA Team and enjoy the variety and challenge this role will provide when you place senior managers in their next perfect role

#### WHAT'S IN YOUR DAY:-

- interviewing and short-listing candidates
- negotiating job offers,
- confirming placements,
- marketing including placing adverts,
- client account management and business development

#### WHAT'S IN IT FOR YOU:-

- an excellent salary package plus uncapped commission
  - achievable team bonuses
  - upto 25 days paid holiday leave
  - one on one training and development
  - exciting annual 5 star conferences
- Min 5 years travel exp including supervisory a must for this role!

### THE PINNACLE OF ACCOUNT MANAGEMENT DIRECTOR OF ACCOUNT MANAGEMENT SYDNEY – EXECUTIVE SALARY PACKAGE

This new senior role is responsible for managing the Account Management team within a leading TMC. You'll have extensive experience in corporate account management and a positive track record of developing strategies for account retention & growth. Your leadership skills will influence the development d performance of your team resulting in improved client satisfaction.

### AIR AND LAND PRODUCT ROLE PRODUCT MANAGER –ASIA SYDNEY – EXCELLENT SALARY PACKAGE

This new role will see you combining your land and air product knowledge, specializing in Cambodia, Laos, Singapore and Malaysia with one direct report, you will have a strong product background with exposure to wholesale nett airfares, strong relationships with suppliers and contract negotiation. You will have a strong interest and knowledge of Asia and the ability to manage a team!

### ARE YOU PASSIONATE ABOUT AUSTRALIA? SALES/OPERATIONS MANAGER SYDNEY – EXCELLENT SALARY PACKAGE

This newly created role will see you overseeing this inbound sales team. With your ability to drive performance, provide guidance and support you will increase sales and improve procedures and practices within this organization. In busy times you will be creating and selling itineraries with your team. Clientele are very high end so your professionalism is needed at all times, a great opportunity to work with a growing company.

### WORK CLOSE TO HOME – EASTERN SUBURBS CORPORATE TRAVEL TEAM LEADER SYDNEY SALARY PACKAGE TO \$80K

This newly created role will see you leading this established team of domestic and international consultants to greater success. You will be in charge of any client queries, ensure work flow is distributed evenly and is taken care of within set KPI times, daily meetings and training. You will also have the ability to put your consulting hat on when needed. We need someone with at least 5-10 years corporate exp at a TL level.

### REACH NEW HEIGHTS AS A BDM CORPORATE BDM

#### MELBOURNE – EXCELLENT SALARY PLUS COMMISSION

If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll be joining a 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 corporate clients. Apply for this role and watch your future career soar

### SALES EXEC ROLE IN SUNNY BRISBANE INDUSTRY SALES EXECUTIVE BRISBANE – SALARY PACKAGE TO \$70K

Love being on the road with this product in your hand! Agents will welcome you and want to learn more from your fun loving personality. You will enjoy being out and about and know how to put the hard yards in when it counts. Be rewarded here with superb famil trips for you to enjoy and bonus schemes. Everyone loves this brand which is growing bigger & better every year.

## AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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## Finding talent within the Australian Travel Industry

### Out of Hours Online Travel Consultant

**Brisbane - \$50k + Super + Uncapped OTE - Ref 376A**

Step away from face-to-face sales and find the ultimate work life balance with this out of hour's role. If you have commitments during the day then the usual shifts between 5pm - 5am could work perfectly for you! I am looking for an experienced travel industry professional whose main areas of responsibility will include assisting online bookings, changes, cancellations and selling additional travel products. A generous base salary and uncapped OTE are on offer.

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

### Senior Retail Travel Consultant

**Sydney - DOE+ Super+ Incentives + Famils - Ref 5072**

Experienced Travel Consultant needed for a well established and respected independent travel agency. Our client is looking for an experienced Travel Consultant with fantastic GDS and brilliant product knowledge. Claim back your work life balance with this Monday-Friday role, handling retail and corporate clients. If you are an experienced consultant with a string customer and sales focus - this could be the role to start your 2013!

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

### Retail Travel Consultant

**Melbourne CBD - \$DOE + Super + Targets - Ref 383**

Get your party poppers ready and welcome 2013 with a new job! This leading retail agency chain is seeking an experienced Senior Travel Consultant to join their busy CBD office. You'll be fluid in Galileo, have strong sales ability and excellent customer service skills. You will book worldwide holidays, booking flights, accommodation, tours, cruises and more. If you are ready to make a change this year, ramp up your CV and give me a call today to discuss this great opportunity.

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

### Corporate Travel Manager

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

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

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

### Agency Manger & Senior Consultants

**Newcastle - \$Generous + Super + Commission - Ref 385**

A fantastic opportunity for the New Year! An experienced and knowledgeable Senior Travel Sales Consultant and a hands on Travel Agency Manager are required for a new venture by a leading national name in Newcastle! This award winning travel company sell the world and need savvy consultants who have a passion for travel and are great at face to face sales. Galileo and crosscheck experience a must. Great salary package available plus uncapped commission.

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

### South Pacific Travel Consultant

**Sydney - \$45K + Super (\$120K OTE) - Ref 387**

A rare opportunity has arisen to join an expanding Travel leader selling the beautiful & romantic South Pacific. The ideal candidate should be passionate about travel, have a minimum of one years experience, keen to sell a product they love, and who wants to join a friendly vibrant team in Sydney CBD. Use your in-depth knowledge of the South Pacific to maximise bookings and develop good customer relationships. Top earners \$120K OTE!

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

### Travel Agency Manager

**W. Victoria - \$DOE + Super + Bonus - Ref 375**

Looking for a step up in your career? Have you managed a team and have solid retail agency experience? This expanding Agency is looking for a Store Manager. The ideal candidate will have previous leadership skills, have excellent travel knowledge and be fluid on a GDS. You will work on repeat business and have outstanding customer service skills. Be very hands on and involved, mentor your team and grow with this leading agency. Call me today to discuss.

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

### Reservations Consultant

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

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

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

Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
or download your **FREE Travel Trade Jobs App**  
(Available on Apple & Android Smartphones)