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# Travel Daily

First with the news

Thursday 24th January 2013

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## Tiger Aus losses up

**TIGER** Airways has cited stiff competition and rising costs of operation domestically behind a S\$4 million spike in losses for its Aussie operation.

According to Tiger Airways Holdings Limited's Dec quarter results out today, the Australian division's revenue was S\$72.6m but losses mounted to S\$12.9m.

Those figures compare to TT's Q3 2011/12 revenue of S\$40.2m and operating losses of S\$8.6m.

Yield fell 11.5% and load factors were "fairly stable" at 81.9%.

Total expenses for the local ops increased 75% to \$36.6m as Tiger launched a number of new routes.

Tiger said the Group's outlook for operating performance for the next quarter is bleak, saying it was "expected to be weaker."

## Port Botany on RCC radar

A **ROYAL** Caribbean Cruises top executive has confirmed the line may need to shift its Sydney focus away from the iconic harbour due to berthing issues.

Speaking exclusively to **Travel Daily** at the Seatrade Hong Kong Cruise Forum yesterday, RCC's VP of Commercial Development John Tercek confirmed the line was mulling Port Botany for some of its vessels in the future.

"We have to consider anything, even Botany Bay," Tercek said.

A switch from Sydney Harbour to Port Botany was revealed by local General Manager Gavin Smith to **TD's** sister publication **Cruise Weekly** in Apr last year.

Tercek admitted "we can't grow in Sydney due to the acute

shortage of dock space."

"I know it's a cargo facility, but we're exploring that possibility."

"As far as we can tell, there's no potential place to build a dock in Sydney Harbour, as huge as it is.

"If there was something obvious, we would have done it," he added.

Tercek went on to say that RCC had some "very challenging turns" in the past when the line's ships needed to anchor in Sydney Harbour due to a lack of available dock space.

"We had to provision with the luggage on barges to the ships a number of times and it turned into a logistical nightmare for us.

"And with an increasing fleet of ships - five or six now stationed seasonally in Sydney - getting berths has become a big issue for our industry," he concluded.

More coverage from Seatrade Hong Kong Cruise Forum in today's issue of **Cruise Weekly**.

## ICCA Award finalists

**THE** International Cruise Council Australasia has today revealed the names of the finalists for the 2012 Cruise Industry Awards.

Fifteen awards across seven categories including Cruise Agency and Cruise Consultant of the year in both Australia and NZ will be presented at the gala award ceremony on Sat 09 Feb.

To view the full list of finalists see [www.bit.ly/ICCA2012awards](http://www.bit.ly/ICCA2012awards).

## Six pages of news

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

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

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## EY in the black in 2012

**ETIHAD** Airways has reported its second successive year of profit in 2012, with specific details to be revealed in coming weeks.

CEO James Hogan said the Abu Dhabi-based carrier has more than US\$6.5b in funding from 50+ financial institutions, last year expanding by acquiring stakes in a number of airlines, including Virgin Australia.

In 2011, Etihad achieved its first ever profit of US\$14 million.

## Morgan leaves Hayman

**HAYMAN** head of corporate communications Sally Morgan has announced her departure after 14yrs with the Whitsunday island.

For more Industry Appointments in the travel industry, see **page 5**.



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## US online marketplace

**VISIT USA** Organisation has launched a new platform aimed at streamlining communications between travel agents & visiting industry professionals attending its Visit USA Expos next month. It features an online marketplace where members can network, store and browse content, a daily e-newsletter produced ahead and during the Expos, and a function to stay connected with suppliers - sign up at [visitusa.travtrade.com](#).

## EK selling Qantas domestic

**THE** alliance between Qantas and Emirates will shift another gear forward next week, when EK will begin selling QF's domestic flights under the codeshare deal.

Although still subject to final government & regulatory approval, Emirates' frequent flyer program, Skywards, is advising members that bookings on the Australian flag-carrier's domestic operation will commence on 29 Jan.

"With this partnership you can earn Emirates Skywards Miles on all Qantas international and connecting domestic flights and redeem them for any Emirates or Qantas flight," the scheme says.

The codeshare expansion comes days after bookings were made available on joint QF/EK int'l services, for travel from 31 Mar.

Dubai-based Emirates has also released its own update on the QF alliance today, providing trade partners with answers to a range

of frequently asked questions, along with the specific EK-marketed/QF-operated flights.

The agent memo also confirms Skyward members will earn Miles at a different rate on QF flight numbers, and will not be eligible for tier Miles earn.

See [www.bit.ly/EKQFupdate](http://www.bit.ly/EKQFupdate).

## Tassie plea post fires

**TOURISM** Tasmania continues to raise awareness state is "well & truly open" for business, some 10 days after the last road cut by bushfires which hit parts of the state reopened to the public.

Yesterday, Tourism Tasmania ceo John Fitzgerald reiterated that access to all of Tassie's tourism icons are now open and "ready & eager to welcome visitors."

"It is now vitally important for people planning to visit Tasmania to know that roads to all our popular tourist destinations are open, and the entire state is open and ready for business," he said.

Fitzgerald emphasised popular tourist locations such as Cradle Mountain, Strahan, Launceston, Stanley, the Huon Valley and Hobart were largely unaffected by fires throughout the month.

"And over the past fortnight, roads to bushfire-affected tourist destinations like Port Arthur, Freycinet and Russell Falls have been opened."

"Very few tourism businesses were actually damaged by the bushfires," Fitzgerald added.

Tourism Tasmania says the trade can allay concerns about their client's travel arrangements by reconfirming bookings with accom, tour or package providers.

## Sebel Mandurah sold

**ACCOR** Asia Pacific has shed The Sebel Mandurah in WA from its portfolio for around \$15 million.

Sold by CBRE Hotels, the 89-room hotel/apartment and six residential units were previously part of the Mirvac Hotel collection, acquired by Accor last year.

The WA-based firm acquiring the waterfront Sebel Mandurah is an offshoot of FJM Property.

Accor has retained a long-term management deal with the hotel.

## Adventure World

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- 12 Feb - Geelong
- 13 Feb - Adelaide
- 19 Feb - Newcastle
- 20 Feb - Canberra
- 26 Feb - Cairns
- 27 Feb - Gold Coast



## World cycle journeys

**WORLD** Expeditions has announced the roll-out of a new division dedicated to cycling, dubbed World Cycle Journeys.

Bookings made from the program before 15 Mar will save 10%.

Info evenings to support the program are planned nationally.

## Park week 2 winners

**PARK** Hotel Group has named Leigh Clough, from Travelscene Ulladulla in NSW as the Week 2 winner of this month's comp, featured exclusively in **TD**.

Leigh has won a three-night stay at Singapore's Park Hotel Clarke Quay - for comp details see pg 6.



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\*Conditions Apply. Taxes approx. \$650\* - \$760\* pp.

**CLICK HERE for further details**

## VA inks GDS deal with Travelport

**GALILEO** connected travel agents globally will have access to Virgin Australia's full published inventory with immediate effect as the carrier & Travelport signed a new full content agreement today.

The deal will benefit agents by improving workflow efficiencies and cutting down on transaction times for both public and private airfares.

Booking times through Galileo has been reduced five-fold, from 15 minutes to three, bricks-&-mortar agents have said.

Online travel company Webjet said "the ability to access VA content through our partners at

Travelport increased [our] operational efficiency."

"We are able to provide enhanced services and our customers benefit from a more seamless workflow," said Webjet Australia, md John Guscic.

Travelport Asia-Pacific vp of Distribution Sales and Services Damian Hickey said securing a full content deal with VA provided a host of agency benefits, such as access to competitive fares on one centralised platform.

Travelport agents connected to Worldspan will also have access to Virgin Australia's full content.

## NZ South Is campaign

A **NEW** campaign targeting New Zealand's South Island has been launched in the Australian market.

A similar campaign promoting a South Island Roadtrip was run with success in 2011 by Tourism New Zealand, with the goal of the latest push to "mitigate the decline in Australians," said TNZ General Manager Tim Burgess.

The new self-drive promotion is pitched at encouraging 'young adventurers' aged 18-29 and 'silver surfers' aged 50-plus to stay longer in more regions.

## UA/EI AI codesharing

**UNITED** Airlines and El Al Israel Airlines have told US regulators they plan to resume codesharing on services from 31 Mar 2013.

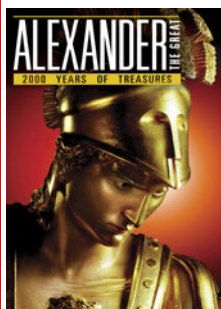
Routes covered included Tel Aviv to New York JFK and Newark and Los Angeles, from Tel Aviv to London Heathrow, Paris Charles de Gaulle, Madrid, Frankfurt and Rome, as well as Barcelona, Zurich and Milan.

## Free night in Paris

**TEMPO** Holidays has a Stay 4/ Pay 3 promo at the Paris Demeure Hotel for stays from now until 31 Mar and between 01 Jul-31 Aug & 01 Nov-31 Dec, for sale til Sep.

Priced from \$389pp, the deal includes daily brekkie and an arrival transfer - 1300 362 844.

## WIN EXHIBITION TICKETS



This week **Travel Daily** is giving five lucky readers the chance to win a double pass to the *Alexander the Great: 2000 years of treasures* exhibition, courtesy of **Australian Museum**.

Direct from the State Hermitage in St Petersburg, this highly anticipated exhibition



opened to the public at the Australian Museum on Saturday 24 November.

To win, simply be the first person to send through the correct answer to the question below to:

[alexandercomp@traveldaily.com.au](mailto:alexandercomp@traveldaily.com.au).

**How many years of treasures are covered by the Exhibition?**

Hint! Visit [www.alexandersydney.com.au](http://www.alexandersydney.com.au).

Congratulations to yesterday's lucky winner, **Bill Lee** from **MTA Travel**.

## RECEPTIONIST/ADMINISTRATION ASSISTANT - BRISBANE

An opportunity exists for a motivated individual to join the Singapore Airlines team in the Brisbane City Office.

This is an entry-level position reporting to Manager Queensland.

The position is full time.

### Key areas of responsibility include:

- Assisting customer queries
- Reception duties
- General administration functions
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### To be successful in this role you will require:

- A general understanding of the airline/travel industry and Singapore Airlines product knowledge would be desirable.
- Excellent telephone manner, communication skills, strong service attitude and professional presentation.
- Ability to work as a team player and independently
- PC literacy skills – Knowledge of Microsoft Excel & Word
- Excellent command on English, both verbal and written.

**Applications will be treated in strict confidence and should be forwarded to Mr Greg McJarrow, Manager Queensland either by mail to GPO Box 49, Brisbane QLD 4001 or email to [info\\_bne@singaporeair.com.sg](mailto:info_bne@singaporeair.com.sg).**

**Applications close Friday 1st February 2013.**



## Window Seat

### WEIGHTWATCHERS for easyJet?

An extraordinarily high number of heavysset gentlemen aboard a 7:05am easyJet flight between Liverpool and Geneva resulted in the plane being 300kgs over its maximum takeoff weight.

Requiring a number of people to disembark the aircraft and only offering £100 per person to do so, passengers aboard the plane passed around a collection tin to boost the compensation on offer for the plane to leave.

After a few trips round the plane, the amount was built up to £200, which worked, as four passengers agreed to disembark for the increased amount.

The four passengers were then driven to nearby Birmingham Airport where they were put on another flight to Geneva, leaving later that day.

**IN WHAT** has been described by the UK's *Daily Mail* newspaper as the "most ridiculous marketing campaign ever", London's Hilton Hotel has built a "pop-up beach" along the banks of the Thames River, with girls in swimsuits frolicking in the...snow?

The models were hired by the hotel to prance about in the snow in their blue swimmers and bare feet, playing with beach balls, sunbaking and posing for photos around fake palm trees in temperatures of about 1° celsius.

The purpose of the exercise was to promote the hotel and to encourage Britons to take their annual leave days to actually go on a holiday to somewhere hopefully warmer than this.



## BridgeClimb dances with lions



**ICONIC** Sydney Harbour Bridge attraction BridgeClimb has unveiled its newest product in the form of a Mandarin-speaking climb experience, with the 2 1/4 hour experience available to be delivered by Mandarin guides.

The occasion was celebrated yesterday as a traditional Chinese lion dancer & costume ascended the 1,134 steps to perform on the summit for the first time.

The rollout is a result of recent investment by BridgeClimb in response to rapidly growing

outbound travel numbers from the Chinese market.

BridgeClimb managing director Richard Evans said it was great to see the dance on the summit.

"BridgeClimb is committed to enhancing every climber's experience, and what better way than by welcoming them in their own language," Evans said.

In addition to English, the 3 1/2 hour BridgeClimb is periodically available in Auslan sign-language.

The lion dancer is **pictured** with BridgeClimb climb leaders above.

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Applications to include a resume and a cover letter detailing 'WHY you are the best person for the position'. Email applications by the 28th of January to:

[employment@aptouring.com.au](mailto:employment@aptouring.com.au)



## WHO ARE Ü TAKING? >

### Visas relaxed in India

**AUSTRALIAN** passport holders on a tourist visa to India may now re-enter the country within two months of departure following a relaxing of re-entry rules by the Indian Government, according to new advice posted for India on the DFAT Smartraveller website.

### EK summer NZ fares

**EMIRATES** has launched a series of special airfares to New Zealand, valid for sale until 29 Jan.

Return Economy seats to AKL start from \$405, or Business Class from \$1,408, with Christchurch in Economy from \$397 return.

### Kempinsky tent camp

**KEMPINSKY** Hotels has debuted its new luxury tented camp in Kenya's Masai Mara game reserve.

The Olare Mara Kempinsky offers 12 tents and is accessible via twice-daily flights from Nairobi and once daily from Mombasa.

### Hilton 2012 records

**HILTON** Worldwide reports the group is leading the industry for having the largest hotel pipeline, including nearly 1,000 properties and about 170,000 rooms.

Last year Hilton opened 171 hotels around the globe adding more than 28,000 rooms.

It has a further 85,000 rooms on its books through hotel projects under development, most of which are located in Asia Pacific, Europe and Middle East/Africa.

### Air NZ ends QF ground handling contract

**QANTAS** is seeking voluntary redundancies among ground staff and check-in crew after Air New Zealand announced it was moving its contract for ground handling duties to Toll Dnata.

Both carriers have said they expect to know this week how many jobs will be affected, saying they do not expect forced layoffs.

Hello Tomorrow



## Customer Sales & Service Agent - Perth Ticket Office

Tomorrow, you could be helping to create the future of air travel. Emirates is seeking a dedicated and motivated Customer Sales and Service Agent for our Perth Ticket Office.

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- Must have completed Fares and Ticketing 1 & 2

We offer an attractive salary package and benefits associated with the airline industry. For further details of the position, and on-line application process, please visit our website [www.emiratesgroupcareers.com](http://www.emiratesgroupcareers.com) Ref. No. CS&SA/CJ/23232.

Telephone and postal applications will not be entertained.

Applications close 3rd February 2013.

Where could you be tomorrow?





## Industry Appointments

**WELCOME** to *Industry Appointments*, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email [appointments@traveldaily.com.au](mailto:appointments@traveldaily.com.au).

After 20 years running Asia-Pacific Public Relations, **Tony Harrington** has accepted a new role at **Etihad Airways** as its new Senior Manager Corporate Communications, and will soon commence in the position.

**Whitsundays Marketing and Development** has welcomed **Greg France** as its new Partnership Manager. France joins the team following the recent retirement of Annie Freeman from the position late last year.

**Travel Indochina** has announced a number of new recruits, headed by new National Sales Manager **Timothy Cook**. Further additions to the TI crew include **Jacqueline Pucci** as BDM for Queensland, **Annabelle Hender** as NSW BDM, **Kian Rackley** as E-Commerce Executive & **Angela Ferres** as Senior Product Manager for Thailand and Japan.

Car rental giant **Hertz** has named **ICON International Communications** as its new PR representative for the Australian & New Zealand market.

Relocating to Auckland from her former role in the US, Australian citizen **Lorraine Murphy** has joined **Air New Zealand** as its Chief People Officer. Murphy will commence in her new role on 04 Mar.

Tasked with building further on recent strong growth, **Kerry Golds** has been appointed as the new Managing Director to lead the team at **Abercrombie and Kent UK**, commencing in her new position on 18 Feb.

Returning to the fold at **Korean Air** will be **Vince Arnone**, who rejoins the carrier as its Sales & Marketing Manager NSW/ACT. Arnone will soon move from his current position at The World Travel Group.

**Jetstar Hong Kong** has hired **Howard Cheung** as its new Chief Financial Officer, as the new carrier prepares for its launch early this year.

Vietnamese resort **La Residence Hotel & Spa** in Hue has named **Phan Trong Minh** as the new General Manager of the property.

Luxury hotel representative **GHM Hotels** has appointed **Hansjörg Meier** as its new Senior Vice President. Meier will oversee all of GHM's hotel & resort operations and handle new resort openings in Europe and Asia.

**Federica Brugnara** has joined the team at the **Park Hyatt Saigon** as its new Director of Sales & Marketing, bringing over 8 years of experience in the hotel industry to her new role.

Queenstown's **Eichardt's Private Hotel** has bolstered its executive dining ranks with the recruitment of **Will Eaglesfield** as its new Executive Chef.

### New Carnival offices

**CARNIVAL** Plc will open its 2nd Asian office in Hong Kong, with the new property acting as a sales office for Princess Cruises, adding to its presence in Singapore.

### United culls SFO-YYZ

**UNITED** Airlines has cancelled its six-times weekly service between San Francisco and Toronto, with the last flight departing from the Eastern Canadian city on 01 Apr.

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### Sunshine Coast promo

**SUNSHINE** Coast Destination Ltd has launched a new campaign aimed at encouraging travellers to find their perfect summer setting by visiting the region.

The promotion will target regional Queensland and nearby driving markets, with more than 30 local operators releasing deals for stays between Jan & mid-Mar.

For more info on available deals, see [www.bit.ly/scdlpromo](http://www.bit.ly/scdlpromo).

### HI Wyndham rebrand

**EIGHT** Holiday Inn properties in the US will be rebranded as Wyndhams following a US\$30.7m payment to the IHG Group to end management deals (**TD** yest).

The properties to be rebranded are located in Boston, Houston, New Orleans, Pittsburgh, Santa Monica and San Diego.

### PNG blowing its top

**ASH** and vapours being emitted from the Mt Tavorvur volcano have forced the cancellation of flights into Tokua Airport in Papua New Guinea, Air Niugini advises.

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Thursday 24th Jan 2013

### Grand Prix has value

**VICTORIA** Events Industry Council chief executive Dianne Smith has reiterated the value of overall exposure for Melbourne as a result of the annual Formula One Grand Prix outweighs the investment made by the Vic Govt.

As reports emerged this week of escalating fee structure for the annual race, Smith said the event delivers a combined economic value of more than \$1.4b.

"As the season opening event, the Australian Grand Prix attracts a large international television audience with millions of people from more than 150 countries across Asia, Russia & surrounding countries, Europe and Latin America, tuning in," Smith said.

"These countries represent growing tourism markets for Victoria and this sort of int'l exposure is a marketing dream".

## RACQ International & Domestic Travel Consultant

We have an exciting opportunity for a passionate and experienced travel professional to be a part of our brand new City Branch office.

We're looking for a great communicator who can consistently meet realistic sales targets while delivering remarkable customer service. Your team members value you and your clients come back time after time!

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If you are an experienced, successful international travel consultant who can hit the ground running, apply now by sending your resume and a covering letter telling us about you to [employment@racq.com.au](mailto:employment@racq.com.au).

**Please include reference number 13/021td in your application. Applications close 1 February 2013**

If you'd like to discuss the opportunity or would like more information, please contact Trent Bauer, Travel Sales Manager, on 07 3872 8626.



## Jetstar Japan spreading its wings

**TWO** new Airbus A320 aircraft will be delivered to upstart low-cost carrier Jetstar Japan from next month, taking its total fleet numbers to nine aircraft.

The carrier, just over six months old, has flown more than 600,000 pax to launch destinations of Osaka, Okinawa, Fukuoka and Sapporo from its Narita base.

Oita and Nagoya will be added to the network from 31 Mar, joined on 31 May by Kagoshima, with all to benefit from service by the new A320s once JQ Japan takes possession of the aircraft.

Jetstar chief executive Jayne Hrdlicka said the Japanese market had really taken to the concept of low-cost flying.

"As our network continues to expand throughout Asia, we remain focused on offering our customers an enjoyable, comfortable and hassle-free experience onboard our flights".

## ITP into Kazakhstan

**INDEPENDENT** travel manager International Travel Partnerships has added Kazakhstan to its network, appointing Almaty-based Business & Sport Travel.

Meanwhile, 31 Mar will also see the reduction of a number of JQ Japan services from Osaka and Tokyo, with services to Fukuoka, Okinawa and Sapporo from Osaka reducing to once daily, while Tokyo to Sapporo will increase from three to up to six daily.

**FURTHER**, Jetstar Pacific, based in Vietnam, has completed the transition to operating all-A320's on its services, progressively retiring five Boeing B737-400's over the last six months.

## DriveAway island deal

**DRIVEAWAY** Holidays has released a range of discounted car hire deals in Fiji, Vanuatu, Western Samoa, American Samoa and the Solomon Islands.

Rates start from \$57 per day for an intermediate SUV in Western Samoa if collected before 07 Mar.

For details, phone 1300 363 500.

## Flood health warning

**THE** World Health Organisation has issued a health alert to the Indonesian Govt to look out for water-borne disease outbreaks following recent floods in Jakarta.

Flood waters are reportedly not expected to subside until mid-Feb.

## Chinese Australia mag

**A NEW** travel magazine aimed at Chinese visitors to the Australia, New Zealand and South Pacific region is set to launch in Mar.

To be entitled "Koncierge", the quarterly read will be printed in Mandarin and is aimed at seeking insight into the purchasing mind of high net-worth Chinese travellers and how they can enjoy luxury travel experiences in the region.

## OS 767 cabin revamp

**AUSTRIAN** Airlines has launched long-haul operation of its first retro-fitted Boeing 767 aircraft featuring a new full-flat Business Class, new Economy Class seats and redesigned IFE.

The reconfigured cabin has 199 Economy and 26 Business seats.

## CTC industry resource

**THE** Canadian Tourism Commission has revamped its collection of industry resources on its corporate website in an effort to promote the destination for visitation by MICE groups.

The series of case studies looks at a different aspect of the country and how it might appeal to different incentive groups.

Available now in the Signature Experiences Collection are documents on Arctic Adventures, Historic Towns and Heritage Parks, Food & Nature-based tours.

## PHG revs up in 2012

**PREFERRED** Hotel Group saw member hotel revenue spike 19% to a total of \$730m during 2012, the global hotel network said.

Reservations made over the last 12 months via PHG's distribution channels surged 14%, also booking close to 3 million room nights - up 17% on the year prior.

President Lindsey Ueberroth said PHG successfully fulfilled its goals for the 12-months, and is now focused on introducing new & innovative consumer marketing initiatives for member hotels.

## WIN A HOLIDAY TO SINGAPORE

### WIN THIS MONTH'S GRAND PRIZE

- Four nights at **Grand Park City Hall, Singapore**
- Two return economy flights from Sydney to Singapore on **British Airways**
- Airport transfers



**GRAND PARK**  
CITY HALL

**BRITISH AIRWAYS**

Throughout January, *Travel Daily* is giving readers the chance to win an incredible grand prize of a trip for two to Singapore, including flights and accommodation, 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 final weekly prize, simply answer Question 3 (below) by close of business on Friday 25th 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 grand prize of a holiday for two people to Singapore, flying British Airways.

**Q3: Grand Park is the Luxury hotel brand of the Park Hotel Group. How would you best describe the Grand Park Orchard and Grand Park City Hall?**

### WIN THIS WEEK'S PRIZE

- Three nights at **Grand Park Orchard**



**GRAND PARK**  
ORCHARD



Premier Room at Grand Park Orchard



Grand Park Orchard

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

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**PARK HOTEL GROUP**

**BRITISH AIRWAYS**

## 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](mailto:advertising@traveldaily.com.au)

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

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## Travel Hospitality/Recruitment Consultant

- Excellent Remuneration \$100K - \$150K OTE
- Salary + Super + Commission
- Laptop

### About the role:

In this role you will be responsible for expanding the Travel & Hospitality Recruitment Business (80:20 split of existing business and new business focus) You will provide consultative advice to existing clients. Reporting to the CEO you will work closely with the TMS Team in sourcing candidates. You may not have recruitment experience but a strong travel background and full training will be provided.

### You will be responsible for:

Achieving monthly sales targets, managing a portfolio of top accounts in Australia. New business development within the travel and hospitality sector. Managing relationships with clients at all levels.

### To be successful in this role:

Demonstrate sales experience in successfully managing existing accounts in a professional and objective manner. Demonstrated sales experience in new business development - researching, identifying and converting new opportunities. The ability to think on your feet and have strong negotiation skills is important. Experience in presenting to small groups or senior management. Confident engaging and compelling communications skills are needed. Experience in the Travel or Hospitality area is advantageous.

### The employer:

We are a great place to grow your career. We are widely recognized within the Travel & Hospitality sector. Full training will be provided along with ongoing mentoring. Central city based office in a inspiring dynamic fresh team.




Please forward your resume to [helene@tmsap.com](mailto:helene@tmsap.com) in the first instance.

## TMS... A SUCCESS STORY SINCE 1994

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Looking for a new direction in 2013? Join the AA Team and enjoy the variety and challenge this role will provide when you place senior managers in their next perfect role.

#### KEY RESPONSIBILITIES INCLUDE:

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

#### YOU WILL ENJOY:

An excellent salary package plus uncapped commission; team bonuses; up to 25 days paid holiday leave; one on one training and development and an exciting annual 5 star conference.

Minimum 6 years travel industry experience, with strong sales and account management skills and general travel industry knowledge is a must for this role!

For more information contact our MD on 02 9231 6377

### EXECUTIVE ROLE IN GROWING TMC

#### 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.

### CRUISE SEASON IS IN FULL SWING

#### OPERATIONS SUPERVISOR (CRUISE) SYDNEY – EXCELLENT SALARY PACKAGE

Are you currently working for a cruise line or cruise specialist in a leadership role? This is a rare vacancy for a Team leader to join a leading travel organization. As an Operations Supervisor your skills & experience will be drawn upon to shape the future of the business as it grows. You'll need to be well versed in the wholesale travel sector with a good understanding of cruise, call today.

### CONTRACTING SUPERSTAR

#### PRODUCT MANAGERS X 2 SYD SALARY PACKAGE TO \$77k

Feeling stale in your current product role? Looking for a fresh start for 2013? Our client a leading travel organization based in Sydney has 2 vacancies for experienced product managers to join their team. If you have high level negotiation and contracting experience with at least 5 years product experience then call or email your CV today. Great salary and perks on offer.

### MOVE YOUR SALES CAREER FORWARD

#### CORPORATE BUSINESS DEVELOPMENT MANAGER SYDNEY - SALARY PACKAGE OTE \$100K+

This role will set your pulse racing if you enjoy hunting for new business, developing a pipeline, building new relationships, delivering great pitches, negotiating deals and winning! If you're self motivated and enjoy seeing the fruits of your labour turn in to profits in your pocket, get on board with this leading corporate agency and don't look back. Great benefits on offer.

### .LAST CHANCE TO SECURE A SALES ROLE IN QLD

#### 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.

### EARN THE BIG BUCKS HERE

#### CORPORATE BDM X 3 MEL/BNE/SYD – 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 unique clients. Apply for this role and watch your future career soar

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THOUGHT  
OF A CAREER  
IN TRAVEL  
RECRUITMENT?**

## **A Career in Travel Recruitment Sydney CBD - \$75-85K OTE - Ref SYDAC1**

Would you like to work for one of Australia's leading travel industry recruitment specialists? Travel Trade Recruitment is now looking for two exceptional individuals to join their team of consultants in Sydney, and provide a first class recruitment service to all travel industry clients and job seekers.

This is an excellent opportunity for an experienced Recruitment Consultant or Trainee Recruitment Consultant with lots of drive and determination to join a well-established company and develop their sales & customer service skills. You will enjoy working where no two days are the same, whilst utilising your travel industry knowledge and business development expertise.

The ideal candidate will be bright, articulate, computer literate, and have at least 2 sales years experience within the travel industry. In return you will be offered a great career opportunity with excellent salary package, fantastic merit based rewards, uncapped monthly commission scheme, generous quarterly bonuses, and many other financial rewards to incentivise your efforts.

**To apply, send your CV with a brief explanation of why you're the best person for this role to Andy Cole at [andy@traveltraderecruitment.com.au](mailto:andy@traveltraderecruitment.com.au) or click [here](#)**

### **Travel Consultant**

**Gold Coast - \$Competitive + OTE - Ref 2055**

Are you a travel industry professional looking for a fresh challenge? I have a dream travel consultant position based in beautiful Townsville. Uncapped earning potential and recognition and rewards for your hard work are on offer with this fantastic travel role. You will ideally have international and domestic travel industry experience, be well travelled and have the passion to find the right holiday for your clients. Call me today for a confidential chat!

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

### **Corporate Travel Consultants**

**Sydney - \$80K OTE - Ref 409**

Seeking dynamic, enthusiastic, sales focused Travel Consultant with at least 2 years experience within retail or corporate travel. Come and join a leading name in travel within their growing corporate department as a Corporate Travel Consultant. This company really look after their staff so expect excellent working environment and excellent perks! Potential to grow and expand within this global travel company! Don't hesitate, apply now!

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

### **Niche Travel Consultant**

**Adelaide - \$DOE+ Super + Incentives + Famils - Ref 1999**

Do you have high attention to detail? Amazing high end product knowledge? Fantastic communication skills with outstanding GDS? This is an amazing company with top tier clientele. Offering the complete package to the repeat clientele - flights, cruise, tours, and hotel - you name it! This is an amazing opportunity if you have 3 years' experience and are a passionate travel consultant. Be rewarded with a stop salary, famils and achievable incentives!

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

### **Senior Travel Consultant (Cruise & Leisure) Sydney CBD - Generous Salary Package - Ref 414**

A fantastic role for a Senior Consultant selling leisure travel & cruise products within a friendly, modern shop front environment. This is an excellent Sydney CBD location. You will be an excellent communicator within a sales focused role, and be able to help clients imagine their dream holiday, whilst handling the booking through face-to-face consultations, as well as email and phone enquiries. Be prepared for a busy and fun filled working day within a tight knit team.

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

### **Senior Travel Consultant (F/T or P/T)**

**Melbourne - \$Neg + Super + Targets - Ref 288**

Calling all experienced and talented Senior Consultants! Have you worked in leisure, homeworking or corporate travel, have your own client base and are looking for a more flexible role? This may be your lucky day! This client needs someone who is all about the customer. Meet customer needs and work on VIP & repeat business. A rare opportunity with flexible working conditions based in Melbourne's CBD. Forget the walk-in's and work on clients that make a difference.

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

### **Multi-Skilled Corporate Travel Consultant Perth - \$DOE+ Super+ Bonus - Ref 6000**

This is an amazing opportunity for a fantastic team player! This role would be an ideal opportunity to take the next step in your career. You will be well rewarded for your experience, the more you have, the better you will do! You will need to hit the ground running with your exceptional fares and ticketing, exceptional customer service and brilliant communication skills! Servicing all accounts for both corporate and leisure travel. What are you waiting for?

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

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