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Run wild with Geckos

GECKOS Adventures is giving away five trips to Australian travel consultants as part of campaign to promote its edgy new "Run Wild" branding (**TD** 17 Jan).

Under the tag line of "the agent who knoweth, goeth" agents are asked to peruse the offerings in the new Geckos brochure, select their favourite trip and email the details through, with entries closing on 28 Feb.

See the **front full page** today.



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Virgin Skywest deal closer

VIRGIN Australia has welcomed the Australian Competition and Consumer Commission clearance of the proposed Skywest acquisition (**TD** breaking news).

The takeover was announced some months ago (**TD** 30 Oct), along with the purchase of 10% of Virgin Australia by Singapore Airlines, and the proposed 60% acquisition of Tiger Airways Australia by Virgin.

The Skywest deal will see the Perth-based airline become part of the Virgin Australia brand, but continue to operate under its current Air Operator's Certificate

Wolgan scrubs up

WOLGAN Valley Resort & Spa today announced that Aussie brand Sodashi would become its exclusive spa product provider, with the Sodashi range to be offered in the resort's Timeless Spa as well as in all guest suites.

100m pax for MEL

MELBOURNE Airport today celebrated its 100 millionth international passenger since first opening for international flights in Jul 1970.

Park hotels winner

CONGRATULATIONS to Jillian Balch of TravelEdge, who was the week 3 winner of this month's Park Hotel competition.

She has won three nights at the Grand Park Orchard Hotel in Singapore; check out the competition box on **page seven** for the final opportunity to win a trip to Singapore including British Airways flights.

with its own management team located in Western Australia.

VA ceo John Borghetti said this will enable Virgin Australia to fast-track its growth in regional Australia and develop a more integrated network, service and frequent flyer program.

"It will also be very positive for business and tourism, particularly in Western Australia and regional Australia, as we will invest to support the growth of Skywest".

The deal is still subject to some approvals, including from Skywest shareholders and the Foreign Investment Review Board.

The ACCC is also conducting a separate informal review of the Tiger Airways acquisition, and chairman Rod Sims today said it was expected the outcome would be announced next Thu.

New Topdeck postings

YOUTH tour operator Topdeck has announced the promotion of Ben Ittensohn to Director of Sales for the Asia Pacific region.

Ittensohn moves up from his previous role as APAC Sales and Marketing Manager.

Also joining the Topdeck fray is Mike Doyle, who is the new Asia-Pacific Marketing Manager.

More appointments on **page 6**.

Another great issue

Travel Daily today has seven pages of news and photos, a special front full page from **Geckos Adventures** plus a full page from: (**click**)

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

Trafalgar VA specials

TRAFALGAR has obtained a range of special Virgin Australia fares for guests booking any of its America & Canada guided holidays in 2013, with return seats starting from \$979 ex MEL.

Up to 49 different itineraries encompassing the US and Canada are available and are priced from \$1875ppts for the 7-day Canada's Rockies at Leisure.

Special VA airfares from SYD, BNE, PER & ADL are also available.

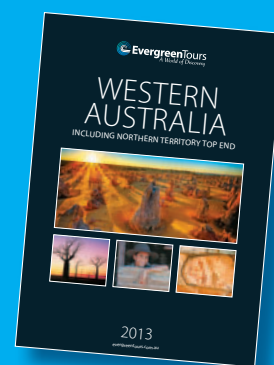
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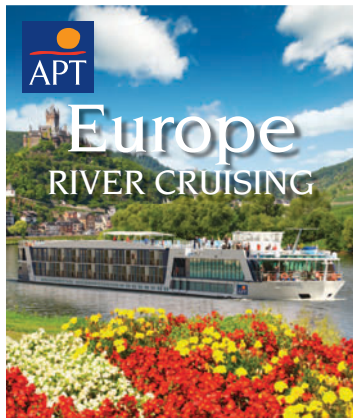


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BHG in Singapore

CHANNEL 7's Better Homes & Gardens will this Fri at 7.30pm launch its 2013 season with a special 90-minute episode which was recently filmed in Singapore.

Agents should prepare for enquiries from viewers who will be encouraged during the show to "get lost and find the real Singapore" via a special Singapore Stopover Holiday deal with SQ flights incl free admission to several attractions.



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TNQ turnaround for Accor

ACCOR Asia Pacific says the long-suffering Tropical North Qld market saw a big improvement last year, with domestic, MICE and inbound Chinese business all booming during 2012.

The company's Cairns hotels saw an average 80.1% occupancy, with the Pullman Reef Hotel Casino being an outstanding performer with a record 84%, up four percentage points on 2011.

There were also strong results for the newly rebranded Pullman

Cairns International and Cairns Harbour Lights.

Pullman Reef gm Wayne Reynolds said it was pleasing to see growth across most sectors.

"Our commitment to Optimum Service Standards for the Chinese market has made a real impact," he said, and this was expected to continue with the increase in direct CNS flights from China.

He said it was also vital for Cairns to promote itself domestically, with the success of the 2012 solar eclipse showing "how well TNQ can host major events".

New SATC chief

RODNEY Harrex was this morning appointed as the new ceo of the South Australian Tourism Commission (**TD** breaking news), and will be taking up the role effective 08 Apr.

Harrex moves from Tourism Australia where he was the London-based head of UK and Northern European operations.

TG reduces Sydney

THAI Airways will temporarily reduce service between Bangkok and Sydney as part of changes to its 2013 Summer timetable.

Between 07 Apr and 30 May, services will drop from 12 to 11 weekly, with TG471/472 not being operated on Fri during this period.

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SkyTeam RTW promo

THE SkyTeam alliance is offering a 10% discount off its lowest economy class Round the World fare, with the offer valid on tickets of up to 26,000 miles purchased from 01 Feb-31 Mar.

Tickets must be purchased seven days in advance of travel.

SkyTeam has also enhanced its RTW planning tool to help pax organising their trips, with a special version available for travel agents at www.skyteam.biz.



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CLICK HERE for further details

Club Med retreats

CLUB Med has unveiled a new series of four-day "health and wellbeing retreats" at its properties in Bali and Malaysia.

The fully-inclusive *Body and Soul* short breaks incorporate a range of activities themed around rejuvenation, energy, balance and revitalisation.

The Bali retreats are offered 12-23 Mar, while Cherating Beach will have the product 7-14 Apr.

Details on 1800 258 263.

PER/BNE flat on CZ

CHINA Southern Airlines has announced it will operate Airbus A330-200 aircraft on flights to Perth and Brisbane from 01 Apr.

The latest jets feature lie-flat Business-Class beds and seatback TV screens throughout all cabins.

"We promised to deliver our best aircraft to Australia and we've done it," CZ Regional General Manager Henry He said.

MEANWHILE, the carrier has yesterday touched down into Cairns to begin its new seasonal scheduled service into the North Qld city, operating thrice-weekly via Brisbane until 28 Feb 2013.

AND, special "red hot" CZ fares from Perth are on sale until COB today, with return seats to Paris & Los Angeles priced from \$1158 for travel from 01 Feb - 30 Apr.

Viator into TripAdvisor

ONLINE activity retailer Viator has announced a partnership with TripAdvisor, which will see the company's range of tours added to TripAdvisor City Guide apps, allowing users to directly book activities while researching things to do at their destination.

MAS ready for alliance

MALAYSIA Airlines has declared it is ready and counting down to today's induction festivities as it joins the **oneworld** airline alliance.

See *Travel Daily* from tomorrow for full coverage in Kuala Lumpur. More from MAS on **page four**.

Double MAS points

MALAYSIA Airlines is passing on bonus points to members of its Enrich loyalty program ahead of its joining **oneworld** this week.

Members booking any flights with **oneworld** partners between 15 Feb and 15 Apr 2013 will earn themselves double miles.

Enrich pax benefits

MEMBER of Malaysia Airlines' frequent flyer scheme Enrich will be able to burn miles on flights operated by almost all **oneworld** partners, effective tomorrow.

Enrich members will also be able to gain access to more than 550 airport lounges worldwide.

Latin America member of the **oneworld** team LAN will enact a reciprocal frequent flyer rewards and benefits program with MAS from 01 Apr 2013.

Window Seat



ALL is in readiness for Malaysia Airlines' full induction into the **oneworld** alliance tomorrow but it appears the airline jumped the gun slightly, with **TD** getting it hands on one of these new baggage tags - complete with 'Now a oneworld member'.

Not quite - there are another few hours to go before MH can start waving that flag, making this bag tag a collectors item!



SANDALS Royal Bahamian Resort & Spa has recently experienced first-hand what it's like to deal with a demanding celebrity diva despite their best intentions at securing some good PR in the form of Katie Price, formerly married to Aussie Peter Andre.

The ditz glamour model, also known as Jordan, married her third husband at the resort recently, before launching into a series of social media complaints about "plastic" sunbeds and a discount wedding tent.

Price also whinged about what she said was a decidedly lacking "Royal" atmosphere, describing it as being more 18-30 inclined.

"Sandals, my a**, it was more like a smelly old flip-flop," one of her vitriolic tirades began.

Sandals responded to Price by offering her a full refund - on the condition that she never returns to the resort ever again.



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Creative shows its Aussie spirit



CREATIVE Holidays channelled its inner Paul Hogan and “threw some shrimp on the barbie” along with the sausages as part of Australia Day celebrations at Travel House in Sydney last week.

The BBQ was held as part of a TTC staff engagement program.

Costing a gold coin in return for one of the “sangers”, which went to charity, the initiative saw

Creative raise a total of \$430 for Mission Australia’s community assistance programs.

Pictured above from left is the BBQ team, consisting of John Pirreca, Peter Douglas, John Weeks, Darrin Beckinsale, Anneliese Pigott & Megan Allanson, with Natasha Spiliopoulos poking her head up hiding in the background.

SINGAPORE AIRLINES



Passenger Sales Executive ACT Temporary Part-Time (12 months maternity leave replacement)

Singapore Airlines requires a highly motivated and skilled Passenger Sales Executive to spearhead our sales efforts in the ACT. The position, based in Canberra, is responsible for managing relationships with key agency and corporate accounts in the ACT and achievement of set revenue targets.

The successful candidate will possess:

- Sound commercial acumen with a clear focus on business development
- A proven track record in achieving sales targets
- Strong analytical and problem solving skills
- Experience in developing and successfully implementing sales and marketing strategies
- Excellent written and verbal communication skills
- The ability to prepare and deliver sales presentations with confidence
- Sound proficiency in all Office PC applications
- The ability to work with minimal supervision
- High standards of professional deportment and personal presentation
- A current drivers license, a reliable vehicle, safe driving record and the ability to obtain security clearance for an ASIC.

This is a temporary part-time position, working from a home office base for a standard 30 hours per week. Singapore Airlines is offering an attractive salary package including, medical insurance, superannuation and work from home allowances.

Written applications should be forwarded to Lida Alevizos, Sales Manager NSW/ACT, via email to Lida_Alevizos@singaporeair.com.sg

Applications close Friday, 01 February 2013. Only successful applicants will be contacted for interview.

Travel Daily
First with the news

Thursday 31st Jan 2013

Biggest GPT brochure

GRAND Pacific Tours has launched what it describes as its “biggest brochure ever”, featuring a wide range of touring options in New Zealand for 2013/14.

The 48-page read divides the range into four styles of touring, from Luxury Coach Holidays, Ultimate Small Group Touring and Special Interest Tours and the new Affordable Coach Holidays.

Itineraries in the new range are priced from \$2794ppts.

OTAs fuel Worldhotels

WORLDHOTELS has capped off 2012 with a 7.1% year-on-year spike in member revenues, to US\$108.2 million, and a 7.8% uptick in reservations for its Asia Pacific division.

Worldwide, the group showed a strong performance, with GDS sales for the 12 months up 4.7%, fueled by online travel agents, which saw room bookings soar a “remarkable” 55.8%.

BNE Blue Moon Rising

ETIHAD Airways will celebrate the debut of its new schedule of daily flights between Brisbane and Abu Dhabi, via Singapore by flying its famous “Blue Moon Rising” jet on the inaugural flight.

The jet, painted in the colours of the Manchester City Football Club - sponsored by Etihad - will operate the service tomorrow.

Two new Ama ships

AMA Waterways will launch two new European river vessels into its fleet next year.

The 164-pax *AmaSonata* and *AmaReina* will be sister vessels to the *AmaCerto*, which entered service last year, and will sail seven itineraries on the Rhine & Danube.

Travel Daily
on location in
Malaysia

Today's issue of *TD* is coming to you from Kuala Lumpur, where **Malaysia Airlines will today be inducted into oneworld.**

THE oneworld airline alliance will broaden its reach deeper into SE Asia from tomorrow as Malaysia Airlines officially joins the network.

The Kuala Lumpur-based carrier's addition into **oneworld** has been sponsored by Qantas Airways, who invited Malaysia Airlines into its select group in Jun 2011.

Effective 01 Feb, passengers can enjoy seamless journeys to over 800 destinations throughout more than 150 destinations.

MAS operates to some 30 nations in Asia, the Pacific, Europe, Africa & North America, serving around 60 destinations.

The carrier has recently taken delivery of its first two Airbus A380 superjumbos, currently operating to London and Paris.

Among its global gateways are the **oneworld** hubs at Hong Kong, Tokyo Narita, Sydney, London Heathrow and Los Angeles, while it also codeshares with **oneworld** partners Cathay Pacific, Japan Airlines and Royal Jordanian.

MAS itself operates 57 weekly services into Australia, to Sydney, Melbourne, Brisbane, Perth and Adelaide.

Today, *Travel Daily* is joining select media & travel partners from around Australia and the world for the unveiling of Malaysia Airlines' first aircraft decked out in the **oneworld** livery at Kuala Lumpur International Airport.

See tomorrow's issue of *TD* for extended coverage on Malaysia Airlines' inauguration and follow us on Twitter (@travel_daily).

Through **oneworld**, Malaysia Airlines will be able to offer smoother transfers for pax travelling across all member airlines & enhanced cooperation in the member airline's frequent flyer schemes by offering more rewards and wider recognition, plus access to more lounges.

Introducing...
The Maldives



View our current specials

Eurail earlybird deals

INTERNATIONAL Rail is offering earlybird deals to agents, with up to five free "travel days" on Eurail Global Consecutive Passes booked between 01 Feb - 31 Mar.

TICNSW Wilton study

TOURISM Industry Council NSW general manager Andrew Jefferies has called on Federal Transport Minister Anthony Albanese to release the results of a scoping study into the viability of Wilton as a second Sydney Airport site.

The study was commissioned by the Minister back in Jul (**TD** 23 Jul) and was expected to take six months to complete.

Jefferies said ongoing uncertainty about the unsuitability of the site was not in the state's interests.

Qld tour desk review

QUEENSLAND tourism minister Jann Stuckey has announced the development of a new Code of Practice, aiming to improve the relationship between tour desks and tour operators.

The move follows a review conducted by independent consultant Ian Kean, which included recommendations relating to tour desk commissions.

The Qld Tourism Industry Council has been asked to set up an Implementation Task Force, with local consultation meetings planned for Cairns, Airlie Beach and on the Gold Coast.

Kean's report (**TD** 18 Jan 2012) looked into claims that some tour desks were seeking commissions of up to 45% of ticket prices.

Stuckey said the industry-led creation of the Code of Practice was a preferable option to the alternative of "more legislation and red tape".

QTIC ceo Daniel Gschwind said his organisation would aim to develop the new code quickly "so industry can begin to adopt it as the usual way of doing business".

Business class comes to Earth



PERTH agency Bonaventure Travel recently enjoyed the fine dining available in Qantas Business Class, without going to the airport or taking off.

Hosted by the Qantas Perth Sales team, Bonaventure's agents enjoyed the full menu from the entree right through to dessert.

All the trimmings were enjoyed, completed with Marc Newson designed crockery and cutlery.

The Bonaventure team, from left, consisted of Lilly Xie, Emma Wang, Audrey Van Zyl, Jessica Whitaker & Darren Tomlinson,

and are pictured above with Qantas account manager Katy Oxer (second from right), all highly satisfied with their five-star lunch.

Tempo Sydney move

THE Travel Compensation Fund has advised that Tempo Holidays has surrendered the NSW Branch license for its Randwick office.

Other updates from the TCF has seen Australie Autrement of Carine, WA also surrender its license, while the Leongatha Travel & Stationery agency in Wonthaggi, Vic has been sold.

CA expands network

AIR China is expanding services to Germany, announcing it will launch direct flights between the cities of Chengdu and Frankfurt from 19 May.

The service, which sees Chengdu become the third Chinese city with direct air links to Frankfurt, will operate three times weekly, utilising Airbus A330-200 aircraft.

MEANWHILE, the carrier has also decided to upgrade its New York service to larger B777-300ER aircraft, upping frequencies from seven to 11 weekly from 31 Mar.



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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.

Current NSW/ACT State Manager **Adam Shepherd** has taken on the duties of National Account Manager at **Consolidated Travel**. Shepherd, who has been with Consolidated Travel for 10 years, will assume the new duties in addition to his current role.

Tasked with looking after the Victoria, South Australia and Tasmania markets, **Territory Discoveries** has recruited **Kate Dancaster** as its new Business Development Executive.

The **Pacific Resort Hotel Group** (PRHG) has announced a number of personnel changes both at its head office and at three of its properties in the Cook Islands. At the headquarters, placements include **Akshay Singh** as the new General Manager - Sales, Marketing and Reservations, **Nan Thompson** as Central Reservations Team Leader, with **Damien Atuahiva** and **Lisa Jernakoff** as Central Reservations Supervisors. At the Pacific Resort Rarotonga, **Ani Thompson** is the new Resort Manager, with **Richard Tait** the new Food & Beverage Manager. Over at the Pacific Resort Aitutaki, **Jason Strickland** is the new Resort Manager, **Adrian Hickey** as Head Chef and **Talei Barber** as Front Office Manager, while at Magic Reef Bungalows, **Uta Raitia** is the new Resort Manager.

The Gold Coast's **O'Reilly's Rainforest Retreat** has welcomed **Ella Jones** as its new Business Development Manager. Jones brings over eight years sales experience to her new role with the corporate sales team.

Victoria Sertic has been appointed to the position of Group Business Development Director for the **Destination Asia Group**. Sertic's role will include overseeing all sales & marketing activities for the organisation, incl client relationships, int'l travel trends research and trade shows.

Fashion industry icon **Karl Lagerfeld** has been named as the Signature Designer of the new **Sofitel So Singapore**, set to open its doors this year.

Brian A. Lynx has been chosen as the new Vice-President of the MICE market for the **Hawaii Tourism Authority**, to be based in Honolulu.

Concierge iPad read

BOUTIQUE travel agent Concierge Traveller will distribute a special iPad newsletter entitled "Edition," offering holiday ideas, travel tips & destination reviews.

FCm celebrates Kenya debut



LAUNCHING into Kenya recently, Flight Centre Group company FCm Travel Solutions celebrated the opening of its new operation (**TD Fri**) by gathering with local travel industry and government reps at a special launch function.

Held at the Serena Hotel in Nairobi, Charleston Travel formally introduced the brand to its clients & the local industry at the event. Charleston Travel, which has

been affiliated with FCm for a number of years, will soon undergo a rebrand to transform the store into a full FCm Travel Solutions outlet.

Pictured above with one of the evening's entertainers, from left are Bankole Bernard, FCm Nigeria; Gregory Lording, FCm Global Leader and Ciaran Kelly, FCm Middle East and Africa network manager (right).



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US Masters Golf Tour

WILCOX Golf Tours has released an eight-day itinerary visiting the 2013 US Masters tournament at Augusta National with a Las Vegas add on - phone 0410 049 419.

TG President seeing double



THAI Airways's recent inaugural Airbus A380 flight from Bangkok to Frankfurt carried an element of confusion, not least for TG President Sorajak Kasemsuvan.

The carrier's boss encountered Melbourne-based Thai Airways Gold Frequent Flyer members Robert and Dennis Hines, who are identical twin brothers, and who were both aboard the flight.

The twins are **pictured** above with Dr Kasemsuvan & two cabin crew members before the flight.

New Sofitel structure

ACCOR'S Sofitel brand has announced it will adopt a slightly modified organisational structure consisting of four global regions, each with individual oversight.

Markland Blaiklock will still head up Sofitel's operations in Asia-Pacific; Dominique Collat is in charge of the Americas region; Sami Nasser will look after Middle East & Africa; and Europe will be led by Emmanuel Caux who joins Accor from Lucien Barriere group.

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- 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 has already given away three weekly prizes of hotel stays in Singapore and Hong Kong.

To win the grand prize, simply answer all the below questions. After 31 January the **Travel Daily** reader with the most creative responses to **all three** questions will win the grand prize of a holiday for two to Singapore, flying BA.

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

Q2: Aussies love Clarke Quay. Apart from location, what do you like about Park Hotel Clarke Quay?

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?



Send your entries to: parkhotelcomp@traveldaily.com.au

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PARK HOTEL GROUP

BRITISH AIRWAYS

SIA to release pilots

SINGAPORE Airlines today announced the "planned release" of 76 pilots who are employed on fixed term contracts.

Previously, the carrier had been releasing pilots only upon expiry of their contracts, but SQ said it currently has a surplus "as the global financial crisis of 2009-10 had resulted in excess capacity and slower than expected growth". SQ had also previously offered voluntary leave without pay and suspended cadet recruitment.

Pilots on fixed term contracts make up about 4% of SIA's total pilot workforce, the carrier said.

Aus motorbike tours

BRITISH adventurer Charley Boorman will lead two 10-day motorcycle itineraries in Sydney and Tasmania next month, operated by Compass Expeditions.

United mixed results

UNITED Continental Holdings has reported a full-year net loss of US\$723m for the full calendar year of 2012, along with a total after-tax income of \$589m.

The carrier said the results were affected by \$1.3b in special charges incurred relating to its merger with Continental Airlines.

HOT ROLES OF THE WEEK

Retail Travel Consultant - SA

- ✓ Major retail travel agency group
- ✓ Good salary plus uncapped commissions
- ✓ Small friendly team
- ✓ Must have 2 yrs experience as a retail travel agent
- ✓ CRS skills a must

Please contact Sharon Moss on 02 9231 6444 or email sharon@tmsap.com

Product Procurement Manager - Brisbane

- ✓ Looking for experts in Wholesale Product
- ✓ Proven Managerial success
- ✓ Travel Industry Guru
- ✓ Experience in interpreting financial reports
- ✓ Exceptional earning capacity

Please contact Alex Sleba on 0402 289 769 or email alex@tmsap.com

Retail Travel Consultant - CBD

- ✓ Mon - Friday hours
- ✓ No face to face consulting
- ✓ Boutique Office
- ✓ Must have strong Europe knowledge
- ✓ Generous famil program

Please contact Sharon Moss on 02 9231 6444 or email sharon@tmsap.com

Marketing Co-ordinator, Sydney

- ✓ Leading travel company
- ✓ Min. 2 yrs marketing experience
- ✓ Salary \$55k
- ✓ Online social media experience required
- ✓ Young and fun team

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

Business Development Manager, SYD, VIC & PER

- ✓ Global travel company
- ✓ Need a hunter
- ✓ Strong B2B sales
- ✓ Salary \$80k + super + commission
- ✓ Great management team with company perks

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

Calypso Product Co-ordinators - Temp - Sydney

- ✓ Immediate start - 1 months assignment
- ✓ Must have previous Calypso and product load experience
- ✓ Modern offices
- ✓ Inner West location
- ✓ Excellent hourly rates on offer

Please contact Sharon Moss on 02 9231 6444 or email sharon@tmsap.com

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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.

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.

PRODUCT PEOPLE MOVE INTO CORPORATE

CORPORATE PRODUCT COORDINATOR
SYD SALARY PACKAGE TO \$70k

This sought after TMC have a vacancy within their sales and marketing team looking after key suppliers and building strong relationships. You will be the primary contact for suppliers working with them to ensure contract benefits are maximized. You will have a strong travel background with excellent excel skills and a strong commercial understanding. Great opportunity to start 2013 with something different.

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.

RARE SENIOR PRODUCT ROLE IN QUEENSLAND

SENIOR PRODUCT TEAM LEADER
BRISBANE – SALARY TO \$90K PLUS

We are searching for a strong product leader with sound contracting and negotiations skills for this successful travel company based in Brisbane. These roles only come up once in a blue moon so you need to be quick. Working across Australia and the South Pacific you will have good knowledge of these areas, leadership skills and exceptional contracting skills. A great salary with career progression is on offer.

AFRICA ENTHUSIASTS THIS IS YOUR DAY

ADVENTURE RESERVATION TEAM LEADER
MELBOURNE – SALARY TO \$60K

Are you confident leading by example and being able to provide back up support for your team? This superb company is looking for a highly skilled manager with excellent knowledge of the Africa regions to lead and motivate a team of specialist reservation consultants who are experts in their field. You will need previous leadership skills, strong people skills and a great attitude, enquire today.

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

INDUSTRY SALES EXECS MOVE INTO CORPORATE

CORPORATE BUSINESS DEVELOPMENT
SYDNEY - SALARY PACKAGE OTE \$90k+

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. This large corporate agency is looking for hungry sales people to join their successful agency.

AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Ph: 02 9231 2825 Email: executive@aaappointments.com.au

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www.aaappointments.com



Working in partnership with the Australian Travel Industry

Travel Consultant

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

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](#)

Retail Travel Manager

Newcastle - DOE + Super + Commission - Ref 383

Are you a seasoned travel professional looking for a fresh challenge? I am seeking a Travel Agency Manager to join a friendly team in a new, modern shop front in Newcastle. You will have held a similar position before and be a hands on leader, not afraid of a challenge and getting your hands dirty! If you are keen on working for an award winning agency with a name that is renowned in the industry and being generously rewarded for your hard work, this is your chance!

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

Africa Travel Specialist

S.E. Melbourne - \$DOE + Super + Targets - Ref 322

Do you know the big 5? Can you sell Kruger and Serengeti National Parks? If you are passionate about selling Africa and have travel consultant experience, then I want to hear from you. You will have second to none customer service skills and ability to meet the demands of high end clients. You'll be fluid in a GDS and have great attention to detail. Build tailor made itineraries and look after a booking from beginning to end. Sound like you? Call me today!

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

Team Leader - Adventure Travel

Adelaide - \$90K OTE + Super - Ref 394

Do you love an adventure? We're in need of a hands-on team leader, with exceptional product knowledge, who can lead their team to victory! Ideally you will have at least 2-3 years as a team leader and extensive experience of reaching and exceeding targets! It's time to be rewarded with Monday to Friday and an excellent salary. If you love trekking overland travel and treading the path less visited, this is the role for you!

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

BDM / Sales Manager

Brisbane - \$Competitive + Uncapped OTE - Ref 413A

Do you have sound understanding of Corporate Travel Sales, business development experience & a proven sales record? A leading travel management company are looking for Sales / BDM to assist with their ongoing expansion across the travel market. You will manage existing accounts along with building rapport and developing relationships with key prospects. This is a rare chance to develop your managerial and corporate travel experience with a leading TMC.

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

Senior Leisure Travel Consultant

Sydney CBD - \$Generous + Commission - Ref 414

Are face to face sales your passion? Do you love to put together tailor made packages for discerning clientele travelling all over the world? Have you got a love of all things cruising? I have a dream role for you, located in Sydney CBD in a friendly boutique agency. I need someone who offers 5* customer service as par for the course, a more experienced consultant looking for a change. This opportunity won't be around for long so please call me now!

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

Retail Travel Consultant

E. Melbourne - \$45K + Super + Targets - Ref 283

Are you a Retail Travel Agent looking for a new challenge? This reputable travel agency is looking for a Travel Consultant to join their busy team. Located in the Eastern Suburbs, you will book tailor made travel for walk in clients. Your outstanding customer service skills will be essential in this role. The ideal consultant will have solid CRS skills, good fares experience and have excellent worldwide destination knowledge. You can expect a competitive salary plus targets.

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

Multi-Skilled Corporate Consultant

Perth - \$DOE + Super + Bonus - Ref 6000

Our client is a boutique TMC looking for an experienced Corporate Travel Consultant. You will offer outstanding fares and ticketing, fluid use of Sabre, brilliant communication - both written and verbal and be passionate about what you do! The perfect candidate would have at least 5 years' experience and be a real team player. There would be an element of Corporate Leisure to the role - no 2 days are the same! This company has an amazing reputation and has fantastic offices.

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

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