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# Travel Daily

First with the news

Monday 25th August 2014

**FRENCH TRAVEL CONNECTION** Somme & Flanders - 2015  
WWI Battlefield Cruises



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## Quest MEL on track

**QUEST** Serviced Apartments ceo Zed Sanjana says the group's new Melbourne Airport property has received an influx of bookings since opening to reservations in May and remains on track for its opening in Oct.

Quest Melbourne Airport will feature 96 studios, one-, two- and three-bedroom serviced units.

Located 7mins from the airport, it will welcome guests from 27 Oct with prices from \$199/night.

## Gate to gate IFE approval

**PASSENGERS** on Australian domestic flights are likely to shortly be able to use their personal electronic devices (PEDs) from takeoff right through until landing, under an Airworthiness Bulletin issued late last week by the Civil Aviation Safety Authority.

The document provides specific guidance for aircraft operators on the potential use of PEDs in all phases of flight, including assessing the suitability of aircraft, operational policies and procedures, cabin crew training and the treatment of devices as loose objects in the aircraft cabin.

CASA says the move follows the publication of procedures by the US Federal Aviation Administration (**TD 01 Nov 2013**) which were followed up in Feb with a document advising airlines on how to assess their aircraft for so-called "PED immunity".

This means that Australian airlines can now undertake testing and certification of their aircraft, and where suitable apply to CASA for authorisation so that passengers can use the devices in all stages of flight.

The expansion of in-flight use is likely to only apply to smaller items, with laptops or other devices weighing over 1kg required to be safely stowed.

Intriguingly, the CASA bulletin includes an exhaustive mathematical analysis of the likelihood of a skull fracture resulting from a handheld device during turbulence or an accident.

Both Qantas and Virgin Australia have applied to CASA for authorisation for passengers to utilise PEDs throughout flights.

In a statement issued on Fri afternoon, Virgin said the existing "cruise only" restrictions on use of devices had been a key area of customer feedback, with the airline seeking approval for gate-to-gate usage of gadgets on B737, Embraer 190 and A330 aircraft used on VA mainline domestic and short-haul int'l flights.

### Today's issue of TD

*Travel Daily* today has seven pages of news & photos, plus full pages from:

- AA Appointments jobs
- Travel Trade Recruitment

**Top five agents will fly Qantas in Business class to Singapore staying 2 nights at the "Capella Resort" Sentosa Island for 2 nights. All costs included.**



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# Travel Daily

First with the news

Monday 25th August 2014

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## Top travel websites

**QANTAS.COM.AU** has been ranked as the top travel website in the country by Roy Morgan during Mar, with more than 2.9 million website visits.

Virginaustralia.com.au, with 2.1 million, was the second busiest portal, followed by jetstar.com.au (1.7 million).

Online travel agent websites, booking.com & webjet.com were fourth & fifth respectively, with 1.5 million & 1.4 million visits.

## Accredited agent crusade

**CONSUMER** Affairs authorities across the country have combined to launch an advertising campaign today to drive greater awareness of consumer protections under Australian Consumer Law.

Dubbed 'Pack Some Peace of Mind' (TD 11 Aug), the crusade aims to educate people of "simple precautions" to protect their travel and holiday bookings.

Its roll out comes in the lead up to the Christmas holidays as Aussies start planning and budgeting for an annual vacation.

Director of Consumer Affairs Victoria Claire Noone said increased competition between OTAs and bricks-and-mortar travel agencies has altered the way people plan and buy trips.

Noone suggested consumers use credit cards to purchase their holidays (despite surcharges), as they offer chargeback protection in some cases, advised people to take out comprehensive travel insurance and assess the level of coverage policies provide.

When dealing with Online Travel Agents, consumers should look for symbols of payment security

on websites, such as a padlock.

Travel bookings are now covered by ACL, with the campaign urging consumers to look for an agent accredited through the Australian Travel Agents Travel Accreditation Scheme (ATAS) or with another 'stamp of approval', "as these companies are required to meet certain professional standards & criteria...and will have dispute resolution options in place".

AFTA said the advertising blitz will build awareness of the newly deregulated travel industry.

CEO Jayson Westbury said the campaign emphasises the value of booking through accredited travel providers, with a significant portion of Australian travel agent groups now ATAS members.

"In addition to showcasing the value of booking through an accredited agent, the combined impact of the advertising campaigns and supporting activity will be to ensure ATAS accreditation is synonymous in consumers minds with quality, reliable advice," Westbury said.

**CLICK HERE** to see the ad, or go to [packsomepeaceofmind.gov.au](http://packsomepeaceofmind.gov.au).

## Cathay Pac to Boston

**CATHAY** Pacific has confirmed plans to operate non-stop flights between Hong Kong and Boston, with the route to be flown four times a week using a four-class Boeing 777-300 aircraft effective 02 May 2015.

Boston will be CX's eighth North American gateway, adding to New York (JFK and Newark), Los Angeles, San Francisco and Chicago in the USA as well as Toronto and Vancouver in Canada.

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# Travel Daily

First with the news

Monday 25th August 2014



## Qantas rejigs American flights

**QANTAS** has announced an expansion of services between Melbourne and Los Angeles, as well as a new schedule which offers morning, midday and evening departures from Australia to the USA.

Three additional weekly MEL-LAX flights will operate from 21 Jan 2014, bringing the route to ten services per week, while Sydney-Los Angeles flights will be retimed to leave in the morning and the evening, complementing QF's existing afternoon service to Dallas which will next month switch to an A380 operation.

Effective 01 Feb 2015, QF11/12 will depart Sydney at 0950 and arrive into LAX at 0630, while the return service will depart LAX at 2205 and arrive into SYD at 0630.

From the same date, the QF17/18 SYD-LAX B747 flight will depart Sydney at 5.30pm and arrive into LA at 2.10pm.

Qantas flights to New York will continue, but as an extension of QF15/16 from Brisbane, meaning Sydney passengers on the QF11/12 A380 service will change aircraft to a 747 if they are continuing through to JFK.

Last month (**TD** 23 Jul) Virgin Australia announced it was pulling out of the MEL-LAX route.

Other changes will see Qantas boost its Sydney-Santiago service from three to four flights a week effective from 20 Feb 2015.

Qantas International ceo Simon Hickey said the new services are the result of schedule adjustments across the Pacific which allow for increased Boeing 747 flying time.

"As part of our strategy to build a stronger Qantas, we've introduced a new approach to aircraft utilisation so we can take advantage of opportunities in the market," Hickey said.

## Dubai hotel record

**DUBAI** has confirmed its busiest half year ever in terms of visitor numbers, with the emirate's hotels welcoming 5.8m+ tourists for the six months to 30 Jun, incl a 6% rise in Australian arrivals.

Dubai's Department of Tourism and Commerce Marketing said the statistics show increases in a range of key indicators including guest numbers, hotel revenues, F&B revenue and length of stay.

"Our strategy is to be positioning Dubai as *the* must-experience family destination," said director-general Helal Saeed Almarri, with increases in visitors from "many key source markets including China, Brazil, Australia and many countries in Europe."

During Jan-Jun 2014, Dubai offered 7,188 more rooms and 31 additional hotels and hotel/apartments versus the previous corresponding period, with the total now standing at 88,860 rooms across 634 establishments.



## Window Seat

**FIRST** there was a giant rubber duck, now Sydney Harbour is home to a giant inflatable turtle.

The turtle, measuring 5m in height & 15m in length (**below**), is currently residing in Darling Harbour and is in place to mark a new underwater exhibit now on at SEA LIFE Sydney Aquarium.

The Undersea Art Exhibition is open until 11 Sep and is made up of paintings by abstract expressionist artist BJ Price.

Paintings will be positioned inside selected tanks of the Aquarium's Great Barrier Reef exhibit for viewing from outside.



## Quest East Melbourne Relunched

Quest East Melbourne has completed a significant transformation over the last 12 months, culminating in a dramatic and stylish refurbishment that significantly raises the benchmark for quality serviced apartments. The property is in close proximity to CBD and just a short walk to MCG, Rod Laver Arena and Bridge Road Richmond.

**Introductory 15% commission rate will apply, valid until 31 October 2014.**

Bookings can be made directly with Quest East Melbourne or through Quest Best Rate on GDS.



Visit [questeastmelbourne.com.au](http://questeastmelbourne.com.au)  
or call **+61 3 9413 0000**

Your stay your way



Monday 25th August 2014

## Leah's got it in the bag

**LEAH** Atkinson from The Travel Corporation is set to be stepping out in style after being announced as the winner of the Amadeus #worksbetter Louis Vuitton campaign.

Leah entered the competition which aimed to highlight the advantage of Amadeus' common PNR with many airlines, meaning that "the travel agent's booking is the airline's booking."

**Pictured** with Rebecca Bradley, The Travel Corporation business manager, Leah has taken home a \$1500 Louis Vuitton voucher.

Other winners of Westfield shopping vouchers in the promotion included Annette Williams from NGT Travel Melbourne, Alex Lee of Korea Travel Agency, Peter Bender from FlightBiz and Claire Kicullen from TravelManagers in Vic.



## Senegal pre-caution

**THE** African country of Senegal has closed its border crossing with Guinea in an effort to block the transmission of the deadly Ebola virus.

The Department of Foreign Affairs & Trade advises that the Govt of Senegal has also banned flights and ships from the Ebola affected countries of Guinea, Liberia and Sierra Leone, however humanitarian flights would still be permitted to operate.

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## JQ HK sells more jets

**THE** yet-to-launch Jetstar Hong Kong has sold a further three Airbus A320 jets to an aircraft leasing firm, the *Wall Street Journal* reported on Fri.

Jetstar Hong Kong, a joint venture involving the Qantas Grp, China Eastern Airlines and Shun Tak Holdings, had initially planned to debut last year but has had its launch held up due to opposition from Cathay Pacific.

According to the *WSJ*, the latest offload leaves Jetstar Hong Kong with only three aircraft.

## \$6m for Tassie Parks

**THE** Tasmanian Govt will inject a further \$6 million in funding for National Parks infrastructure in the upcoming state budget.

Tourism & Transport Forum acting chief Trent Zimmerman said funds would help to further strengthen the reputation of Tasmania's unique & accessible natural environment."

Funding will cover the final stage of the Three Capes Track and South Coast Track.

## KrisFlyer for Preferred

**SINGAPORE** Airlines is enabling members of its KrisFlyer frequent flyer scheme to use miles to buy Preferred Seats in the Economy Class cabin for the first time.

Preferred Seats are offered on SQ's Airbus A380s and 330s, as well as Boeing 777s and provide pax with further legroom as they are generally the exit rows.

A minimum number of 5,000 KrisFlyer miles are required to purchase Preferred Seats.

## 2015 Freedom passes

**PERISHER** is offering savings of up to 55% on 2015 season passes as the 2014 Australia ski season begins to wind down for the year.

The Freedom Pass is currently on sale for the same price as was used in 2012 - \$699 for adults and \$399 for students.

Freedom Passes for 2015 can be secured with an upfront deposit of \$199 and \$99 respectively, and paying the balance by 04 May.

The full price for the Perisher 2015 Season Pass will be \$1588 per adult and \$870 per child.

**CLICK HERE** for more details.

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# QF streamlines dinner service

**QANTAS** will begin offering a boxed dinner service on domestic short and medium-haul flights from late next month, doing away with the tray service.

A new menu has been developed and provides a wider selection of meals, with a choice of either a hot meal or "substantial salad."

Qantas said the change will make for a quicker meal service and provide greater opportunities for crew to interact more with customers inflight.

Boxes will also enable pax to share table space with a laptop or tablet.

"By getting the trays out of people's way, we're able to give our customers more room to work and relax inflight," Qantas head of domestic product and service, Helen Gray said.

"It will also speed things up, so crew can spend more time providing a personalised service," she commented.

Hot meal options include beer battered flathead fillets with wedges, beef ragu with spaghetti & parmesan or stir-fried honey chicken with hokkien noodles.

Cold meals will include Thai-style chargrilled beef with rice noodle, Lentil quinoa and falafel salad or pesto farfalle salad with prosciutto.

## Asia Escape deal done

**RED** Gum Resources Limited has this morning announced it has signed the Share Sale Agreement to acquire 100% of the issued capital of Keygate Holdings, trading as Asia Escape Holidays.

The sale is part of Red Gum's push into the travel industry that includes buying Holiday Planet and Motive Travel, creating the largest WA-based independent internet travel & leisure company.

## New Lone Pine tour

**BORONIA** Travel Centre is promoting a new Gallipoli tour to mark the Centenary next year.

The August Offensive Tour will operate from 29 Jul to 11 Aug, and is billed as an alternative to those that missed out on the ballot for the 25 Apr ceremony.

Participants on the August Offensive will be provide an in-depth analysis of the campaign.

The 14-day itinerary is fully escorted and is priced from \$6,760ppts incl flights and taxes.

**CLICK HERE** for full details.

## Four Seasons recruits

**EX-HILTON** Sydney director of event services Marjolein Chandler has been appointed as director of events & special projects at Four Seasons Hotel Sydney.



## Indochina turns on the charms

### Highlights by a drone

**A NEW** promotional marketing campaign showcasing the Sunshine Coast from the skies above will launch later this year.

The campaign is being driven by Sunshine Coast Destination Ltd & Tourism and Events Queensland.

Footage of the region's highlights captured by remotely controlled drones will be promoted to key inbound markets including Sydney, Melbourne and Auckland.

The campaign will incorporate the region's 'Naturally Refreshing' brand and will include TV ads as well as online and social media.

Attractions to be showcased will include the Eumundi Markets, Glass House Mountains, Noosa National Park, Montville & more.

**ABOVE:** Luxury living for a few days was on the cards for this group of agents recently during an educational trip to Vietnam hosted by New Horizons Holidays.

The WA-based agents put their feet up at the InterContinental Asiana Saigon and the Anantara Hoi An, with some pampering at Fusion Maia Resort also thrown in.

**Pictured** above enjoying a lavish BBQ dinner from left is Teija Peiponen, Helloworld Esperance; Catherine Grindley, Helloworld Belmont; Lisa Butterworth, Carine Travel Bug; Jemma Goddard, New Horizons Holidays; Ranka Mileusnic, GTS Mirrabooker; Cherry Taylor, James St Cruise & Travel; Julie Hogben, Magic Travel and Deborah Bridgland from Total Travel WA.

## FOCA review EY sale

**A REVIEW** of Etihad Airways' planned acquisition of one-third of Swiss carrier Darwin Airlines has been tabled by the Federal Office of Civil Aviation (FOCA).

EY chief executive officer James Hogan said the Gulf carrier was "comfortable with FOCA's review & understand and support the need for there to be clarity that Etihad Airways does not, cannot and will not exercise control over Darwin Airlines."

Hogan said the initial deal with Darwin Airlines had required amendment to protect its investment.

"This is about protection, not control," he added.

## Airline and Elite Tier Manager



We are looking for an Airline & Elite Tier Manager for our Sydney based travel team. This broad role is responsible for developing, enhancing and successfully implementing the airline strategy for Australia & NZ American Express card member base. In this role, you will be analysing air data, managing airline partnerships and developing superior travel products and benefits within the air and airport sectors.

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We are looking for someone that has a comprehensive knowledge of the travel industry, specifically within the airline sector in Australia/NZ. You will have highly developed analytical skills and strong financial acumen coupled with in-depth knowledge of GDS (Sabre), fares, CAT35 fare filing and ticketing processes.

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Competitive remuneration based on experience. Please send all applications to: [hr@discovertheworld.com.au](mailto:hr@discovertheworld.com.au). Applications close **5th September** and only successful candidates will be contacted.

**FJ\$99 special for Fiji**

**WANANAVU** Beach Resort in Fiji is offering Garden View Bures for FJ\$99 per person per night including brekkie for travel to 31 Mar 2015, on sale until 31 Aug.

**OzFocus roasts the Central Coast**



**DOMESTIC** travel advocacy group OzFocus welcomed more than 80 agents from the Central Coast and Newcastle regions to a pair of round-robin style information nights recently.

Suppliers on show for agents to meet with included AAT Kings, APT, Coral Princess Cruises, Excite Holidays, Hamilton Island & more.

Prizes including a Northern Territory adventure & famil seats on a South Australia educational were given away to lucky agents in attendance at the events.

Recent developments in the

domestic tourism industry were highlighted, including the fresh trade website from the South Australian Tourism Commission.

The new site allows agents to become an SA expert following the completion of an online quiz.

OzFocus NSW/ACT chair Daniel Toby thanked attending agents for their continued support and promotion of domestic tourism operators, who pay generous commission levels to the trade.

The suppliers and attending agents enjoying the Newcastle event are **pictured** above.



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**Brochures of the Week**

**WELCOME** to Brochures of the Week, *Travel Daily's* Monday 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).



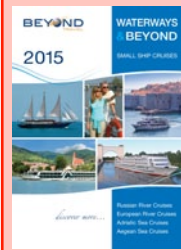
**Travelmarvel - Africa 2015**

As the popularity of Africa continues to grow, two new itineraries have been released by Travelmarvel, which are detailed in the firm's new Africa guide. Departure frequencies have been doubled to meet demand, while Tanzania has been added to offer a further boost to the range. Travellers can now customise tours with a range of optional add-ons including the famous Blue Train of South Africa, gorilla trekking in Rwanda or idyllic Zanzibar. Tours in the 48-page guide range from 11-31 days length.



**Topdeck - Europe Summer Limited Edition 2015**

In a first for the youth travel industry, Topdeck has released the first ever European 2015 preview guide in a move designed to allow early planners the chance to secure preferred itineraries and dates well in advance. The guide offers early access to 22 itineraries released in advance, with a 15% discount available to travellers who pay for 2015 trips in full by 30 Sep 2014. The early release range offers popular tours including the 49-day Mega European, 27-day Summer Fun & the 10-day Greek Island Hopper.



**Beyond Travel - Waterways & Beyond 2015**

With last year being the biggest ever for Croatian small ship cruising, Beyond Travel has responded with an even larger selection of itineraries for 2015. More ships and a wider variety of port visits features in the new Waterways & Beyond guide. Cruises on new build ships will visit new ports including Slano, Omis and Puciscahe, while an eight-day Splendid Croatia tour is priced from \$1,320ppts. The guide also features river cruises in Russia as well as sea cruises on the Adriatic and Aegean.



**Kirra Holidays - New Zealand 2014/15**

Suggested itineraries & special tips from staff feature in the new guide to New Zealand from Kirra Holidays released recently. Designed to help agents sell New Zealand like an expert, the brochure delves into the personal insights of the Kirra team for their favourite experiences, journeys and highlights of the country. Along with the new guide, the company has launched its Basics Series, a dedicated coach and accom service for budget travellers to see the country without breaking the bank.



**Royal Caribbean International - 2014 to 2016**

The cruise line's latest guide to the Australasia region has hit shelves, detailing the range of voyages on offer. Cruises travel to the South Pacific, New Zealand and around Australia as well as repositioning voyages to and from Asia and across the Pacific. The guide covers the vast array of features onboard each ship sailing locally, from family activities, entertainment, health and more, along with inclusions and deck plans.



**World Expeditions - Asia 2014/15**

Discounts of 15% are available on 2015 departures if booked by 31 Aug as part of an earlybird deal released in line with the new World Expeditions guide to Asia. Twelve adventures in a variety of Asian nations feature in the guide. Multi-activity trips and treks designed for more adventurous travellers take in the Far East of Russia and the jungles of Sumatra in Indonesia. For the more serene, pax can visit villages in Myanmar, explore Korea and Uzbekistan by bicycle and visit Thai islands on a long-tail boat.

**CONGRATULATIONS**

**Scott McConnell**

from the Langham Hospitality Group

Scott is the top point scorer for Round 22 of *Travel Daily's* AFL industry footy tipping competition and has won a double admission pass to Sea Life Sydney Aquarium, courtesy of Merlin Entertainments Group.



**Major Prize Sponsors**

**1st Prize:** two return flights to Dubai, courtesy of Emirates



**2nd Prize:** 5-night holiday to Vanuatu, courtesy of Air Vanuatu & Hideaway Island Resort



**Skycouch on 777-ERs**

**THE** first retro-fitted Air New Zealand Boeing 777-200ER jet to feature the carrier's Economy Skycouch product took to the skies over the weekend.

Air New Zealand is upgrading all eight of its 777-200ERs with the same cabin product featured on new 777-300ERs and 787-9 Dreamliners.

The \$100 million fleet refurbishment project also includes installation of new luxury Premium Economy seats, Business Premier lie-flat beds, Economy seats & Panasonic eX3 inflight entertainment units.

The Star Alliance carrier expects the refit of the remainder of its 777-200ER fleet to be refurbished between now and late next year.

**DY opens LGW base**

**NORWEGIAN** Air Shuttle plans to cement its long-haul presence operating from London Gatwick through the establishment of a new pilot base at the UK gateway.

The new base will see the airline boost weekly services to 400 over 41 different routes from LGW including its recently launched Trans-Atlantic flights to the USA.

Many pilots currently based in Bangkok will be moved to LGW to staff the expanded UK operation.

**Fifteen years of Trails**

**INDOCHINA** ground operator Trails of Indochina has celebrated its 15th anniversary in the region.

To mark the milestone, the firm is offering one free night for pax booking selected 15-night itineraries if fully paid by 30 Sep.

**AirAsia X fare specials**

**SEATS** from Australia to Kuala Lumpur & onwards to other ports in Asia with AirAsia X are now on sale starting from \$159 one way as part of a relaunched Megasale.

Flights from ADL & PER to KUL are priced from \$159pp, with OOL at \$169, while MEL and SYD seats are priced from \$179 each.

Fares are on sale to 31 Aug with travel from 01 Mar - 24 Oct 2015.

**AA unaccompanied minors now up to 14**

**AMERICAN** Airlines has increased the age limit for its unaccompanied minor fee, with a charge of US\$150 each way to now be applied for children aged between five and 14 years.

The change is effective from 03 Sep, with the fee currently only applicable up to age 11.

Staff were informed of the change on Fri, with the carrier saying increasing the age will "ensure the safest possible travel" for the children, as well as matching the policy currently applicable at merger partner US Airways.

Monday 25th August 2014

**APT Kimberley guide**

**THE** first ever Kimberley & Cape York Wilderness Adventures pre-release program has been rolled out by APT for the 2015 season.

It features two tours - the 15-day Kimberley Complete and 11-day Cape York & Cooktown Adventure - at 2014 prices for the first 100 bookings - more info at [aptouring.com.au/kimberley](http://aptouring.com.au/kimberley).

**A Grand in the Sand**

**POPULAR** demand has seen Rumours Luxury Villas & Spa in the Cook Islands extend sales of its special Beachfront Villa offer to 30 Sep, with the deal offering NZ\$200 off per night for bookings of five nights or more.

**Oman Air to MNL, JKT**

**THE** national carrier of Oman will launch new services to Asia in late 2015 ahead of the arrival of new aircraft.

Oman Air will introduce a twice weekly service from Muscat to Manila from 02 Dec, upgauging frequencies to thrice weekly starting 13 Dec.

Effective 12 Dec, Oman Air will also inaugurate new flights to Jakarta, commencing as three weekly before increasing to four weekly from 02 Jan.

**Kandaya Resort reps**

**PHILIPPINE** villa & suite hotel on the island of Cebu, Kandaya Resort has appointed EnticingAsia as the property's representative for the Australian market.

Kandaya Resort will open on 01 Oct and is a sanctuary "dedicated to revitalising your Body, Mind & Spirit."

More at [kandayarresort.com](http://kandayarresort.com).

**WIN A LUXURY SOUTH OF FRANCE RIVER CRUISE**

Throughout August, *Travel Daily* is giving readers the chance to win a luxury all-inclusive river cruise, courtesy of **Scenic Tours**.

The all-inclusive prize includes return economy class airfares to Europe, a 13 day South of France Luxury River Cruise for two adults with private butler service, all meals, complimentary beverages all day, all tipping and gratuities and airport transfers.

Every day this month **TD** will ask a different question about Scenic Tours France River Cruises. The subscriber with the most correct entries and the most creative response to the final question will win this prize.

Email your answers to: [scenicstourcomp@traveldaily.com.au](mailto:scenicstourcomp@traveldaily.com.au).

**Q16: In the region of Honfleur on the 'Gems of the Seine' river cruise, Scenic Tours is the only river cruise company to do what?** [Click HERE for hints](#)



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## WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

### THE AA FAMILY IS GROWING

**TRAVEL RECRUITMENT ACCOUNT MANAGER x 2**  
**LOCATION: BRISBANE & SYDNEY**

**SALARY PACKAGE up to \$80K+ BONUSES**

Due to maternity leave in both Brisbane and Sydney, AA is recruiting two talented account managers to service the recruitment needs of our top client accounts. Your role will involve interviewing candidates and assessing their career opportunities, short-listing talent for senior vacancies, reference checking, account management and business development.

You will enjoy an excellent salary plus bonus structure, advanced on the job and professional training, opportunity to work with the best names in the industry and long term career prospects; as well as access to our annual 5 star conference & other team perks including shopping vouchers & time off.

Ideally you will come from a strong corporate or retail travel background, with excellent client account management experience, strong communication and interpersonal skills and the ability to work well in a team.

Want to know more? Contact our MD today 02 9231 6377.

### \*JOB OF THE WEEK\*

**IMPLEMENTATION SPECIALIST**  
**SYDNEY – SALARY PACKAGE \$\$**

Do you understand client needs within the online space and have the ability to determine what solutions will provide value while helping achieve the proposed solution accordingly? Are you able to manage multiple responsibilities and deliver detailed and high level product demonstrations, training and coaching tailored to specifically capabilities to solve the prospect's critical business issues? Out client is looking for someone 2 days a week.

### ARE YOU TECHNICAL?

**LEVEL 2 HELPDESK TECHNICIAN – Help me if you can!**  
**SYDNEY – Great salary package!**

Are you an escalation expert? This award winning GDS company is looking for your analytical and technical skills to join this growing department. You will be customer service driven, have the ability to multi task, resolve issues and have a thorough understanding of back office functionality. This is an exciting step-up from a support role! Don't miss out on this outstanding opportunity, Crosscheck desirable.

### THIS SALES ROLE WILL BE MUSIC TO YOUR EARS

**SALES EXECUTIVE - CRUISING**  
**SYDNEY - SALARY PACKAGE \$60K ++**

Our client is searching for a Sales Executive who is passionate about cruising along with the ability to source and secure new business. You will have a real drive, passion and understanding of the cruising market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

### CORPORATE BOUTIQUE

**CORPORATE BDM – SME**  
**MELBOURNE – SALARY PACKAGE \$80k + Bonuses**

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts with a lucrative salary package plus commission. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

### YOU CAN'T WORK WITHOUT TECHNOLOGY

**SENIOR INDUSTRY KEY ACCOUNT MANAGER**  
**SYDNEY – \$100K PLUS**

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience apply today.

### USE YOUR SKILLS TO TRAIN OTHERS

**ONLINE TECHNICAL SUPPORT & TRAINER**  
**MELBOURNE - SALARY PACKAGE UP TO \$80K**

Working in the online support and training team, you will be a vital part of the development of the online booking tool (OBT), including client presentations and training, testing and trouble shooting, all whilst managing a small team. You will create training manuals and online policies and be responsible for investigating issues. Fantastic salary package on offer with a Global Travel Management Company. Great inner city location close to public transport.

## AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

CONTACT OUR NATIONAL TEAM TODAY ON: 02 9231 2825

OR EMAIL YOUR CV TO: [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

[www.aaappointments.com/aus](http://www.aaappointments.com/aus)





*Working in partnership with the Australian Travel Industry*

### Online Travel Consultant

**Brisbane Inner Suburbs. \$50K+ DOE. Ref:1161PS1**

Do you have solid international fares knowledge and enjoy a fast paced work environment? If you enjoying working predominantly on email and can work autonomously within a small team environment this role with a growing independent many be the fresh challenge you have been looking for. Suitable candidates will be Galileo trained and able to work shifts from 0700 – 2000 with weekends 9-5 on rota once a month. Full ticketing training will be given to the right candidates!

For more information please call Peta on (02) 9113 7272 or click [APPLY](#) now.

### Travel Recruitment Consultant

**Sydney – OTE of \$82k Ref:104SJ1**

Join one of Australia's leading travel recruitment companies & by utilising your strong travel industry experience & superb sales skills enjoy earning a fantastic salary package with an OTE of \$82k. No two days are the same in this diverse role. You will need to be a people person, confident communicator & self motivated. CBD offices with Mon–Fri working hours & a fantastic team environment. Take the next step in your career in a role with the autonomy to run your own desk.

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

### Freelance Travel Consultant

**Melbourne \$Competitive Ref:1195MD**

A stylish, modern office in St Kilda is looking for experienced freelance travel consultants with a strong client base to step into this role .Successful Candidates will be rewarded with a stellar location, generous percentage, flexible working hours, access to private meeting rooms and a diner! Own client base with strong following, self motivated, solid GDS and exceptional customer service skills is a must. If you want to be in charge of your work life - apply now!

For more information please call Kate on (02) 9113 7272 or click [APPLY](#) now.

### Travel Consultant Adelaide

**Adelaide DOE\$\$\$ Ref: 1261LB1**

This leading boutique agency in Adelaide has a rare vacancy to add a valued team member to their store. If you have great destination knowledge, experience dealing with high end product and knowledge of Sabre & Travelog then I want to hear from you ASAP! You will be rewarded with a fantastic work/life balance of Monday to Friday hours, and a supportive, senior and experienced team behind you. Solid salary package on offer for the right candidate with the right attitude.

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.

### Temporary Ticketing Consultant

**Brisbane Airport. \$Hourly rate. Ref:1128PS1**

Are you a Native Amadeus ticketing guru? Do you have current experience looking after complex itineraries and all aspects of ticketing including re-issues, re-routes and refunds? If you are available for immediate start and available for a short term 6 week temporary assignment where you will be working 9-5 Monday – Friday for a leading airline then I'd love to hear from you. A lovely working environment and excellent hourly rates are on offer. Interviewing now!

For more information please call Peta on (02) 9113 7272 or click [APPLY](#) now.

### Chinese Speaking Sales Rep

**Sydney – Generous Salary – Ref: 1272RF1**

Are you a Chinese speaking BDM looking for a new challenge? We have a sensational opportunity for one lucky Sale Rep to join this fantastic Asia Travel Specialist. You will spend your days out on the road visiting agents, attending trade shows and expanding this company's brand. We are looking for a Sales Rep with an established network of agencies in NSW and a real passion for Asia as a destination. An fantastic salary (DOE) is on offer for the right candidate.

For further information please call Rebecca on (02) 9113 7272 or click [APPLY](#) now

### Corporate Travel Consultant

**Hobart \$Attractive Package Ref:1285KF1**

Have you got previous Corporate Travel experience? Do you have solid fare knowledge and use of a GDS and want to work for a leading Corporate Travel company? This Hobart based travel management company is seeking an experienced international corporate travel consultant. This is a varied and exciting role with a fantastic client. If you are driven by success and love working within the travel industry, delivering outstanding customer service, this is the role for you!

For more information please call Kate on (02) 9113 7272 or click [APPLY](#) now.

### Travel Consultant Perth

**Perth DOE\$\$\$ Ref: 1211LB2**

Are you a fantastic travel consultant who is driven, motivated and wanting to become part of a dedicated team of travel professionals?! If so, look no further!! This boutique travel agency are looking for their next consultant, ideally proficient on Amadeus. If you love sales and have travelled internationally then read on! You will receive a competitive base salary plus Super and incentives. Predominantly Monday to Friday and most importantly an excellent team!

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.



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