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Travel Daily

First with the news

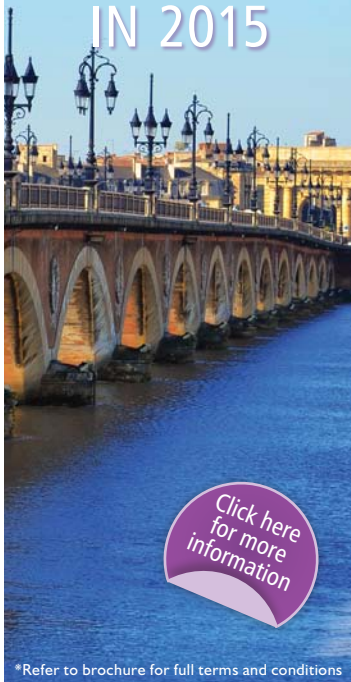
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QF to cut jobs, defer A380s

QANTAS ceo Alan Joyce says the situation facing the carrier means "we must take actions that are unprecedented in scope and depth," with \$2 billion in cost cuts over the next three years.

This morning he confirmed that 5,000 full-time positions would go, with other measures including the deferral or sale of more than 50 aircraft (*TD* breaking news).

QF reported an "unacceptable and unsustainable" underlying first half loss of \$252m, with Joyce citing factors including strong competitor capacity growth and high fuel prices, as well as the "distorted" domestic market "which allows Virgin Australia to be majority owned by three foreign government-backed

airlines - yet retain access to Australia bilateral flying rights".

Qantas will accelerate the retirement of its 737-400, 767 and older 747 aircraft, as well as "deferring" the delivery of eight A380s currently on order.

Three of the remaining Boeing 787-8s planned for Jetstar will also be deferred, with the Jetstar Asia board in Singapore suspending growth "until such time as conditions improve".

"We have to work our assets harder, become more productive, retire older aircraft and make sure that our fleet and network are the right size," Joyce said.

However customer-facing investments such as A330 cabin upgrades and new lounges in HKG and LAX will continue.

For more details on the planned changes, see **page four**.

Sign up for tipping

DON'T forget to enter our FREE travel industry footy tipping competitions as the NRL season gears for kick off next week.

There are also AFL and Super 15 comps, with weekly winners as well as major prizes courtesy of Emirates, Air Vanuatu and more.

See the **last page** for details.

Seven pages of news

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

- AA Appointments jobs
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QF SCL time change

QANTAS has altered Santiago schedules - [CLICK HERE](#) for info.

Brand USA signs FC deal

BRAND USA today announced a multi-million dollar partnership with Flight Centre via a six month commercial agreement covering the Flight Centre, Escape Travel, Student Flights, Travel Associates and Infinity Holidays brands.

Alfredo Gonzales, Brand USA senior vp of partnerships, signed the deal this week, saying the move "marks the beginning of a journey to change the consumer mindset about travel to the US."

"The US is not a once in a lifetime holiday destination; it's a destination offering the diversity to fill a lifetime of holidays."

He said that currently 85% of Aussies travelling to the US visit one of four destinations: New York, Nevada, California or Hawaii with Brand USA aiming to "expose all of the travel possibilities available in the US".

The retail partnership will include exclusive USA campaign periods plus 'always on' activity, while Brand USA will also conduct workshops with each brand to define "destination and thematic implementation plans".

As well, a training and development program will be established to help educate agents about the diversity of the US offering "so this can then be

shared with consumers".

Flight Centre md Graham Turner said the agreement was the firm's biggest ever retail partnership with a tourism board.

"We believe it will lead to a long term partnership which will also be extended into other global markets," Turner said.

Qantas also today launched a fare sale to Dallas/Fort Worth with specials on offer to 08 Mar.

Record for Air NZ

AIR New Zealand's NZ\$180m pre-tax first-half profit result (**TD** breaking news) has set the carrier up to report a full year figure of more than \$300m, according to chairman Tony Carter.

Unlike just about all of its listed airline peers across the globe, Air NZ has declared a 4.5c per share dividend, with ceo Chris Luxon saying the strong result was also enabling the airline to invest.

"The journey ahead is shaping up as incredibly exciting, particularly given the positive economic outlook in many of our key revenue markets," he said.

Air NZ is planning capacity growth of about 8% in 2014/15 as new Boeing 787-9s and 777-300s enter the fleet later this year.

Luxon said the airline would also seize on the growing demand for travel to NZ "and ensure both our pricing and our sales and marketing draw traffic away from competing destinations".

Ibis Adelaide recruits

ACCOR will commence a recruitment drive for up to 60 hospitality positions in May ahead of the Jul opening of the brand new Ibis Adelaide.

The "premium economy hotel" will feature 311 rooms.



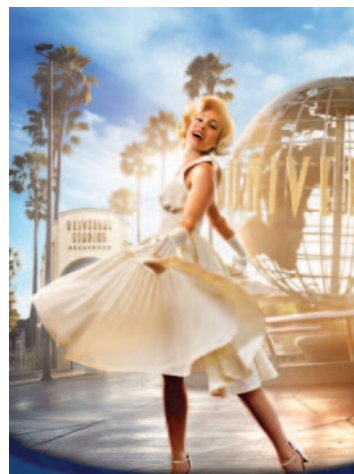
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Innovations for G Adventures

G ADVENTURES founder Bruce Poon Tip has hinted at a number of exciting new innovations which he expects to be able to roll out over the course of this year.

Speaking to **TD** yesterday, Poon Tip said many new products were currently in development.

While not officially confirming their introduction, he said that through the firm's humanitarian arm - the Planterra Foundation - the group had been speaking with tourism officials in Colombia, as well as consulting with Haiti to bring more tourism to the nation.

Poon Tip also expressed a desire to see tourism return to fruitful levels in Egypt.

In addition, new styles of travel have been flagged for the future.

The funky touring firm also has a smartphone app in the works.

In terms of local sales, Poon Tip told **TD** that Australia is fast homing in on the UK as the top source market for G Adventures.

"It's narrowed significantly - Australia was fourth for us for years so it went to third and then to second," he said.

On top of innovation, customer service was also a cornerstone to the tour operator success, which was continued with the launch of a 100% operating guarantee for all departures (**TD** 27 Sep 2012) at a considerable expense - around

\$700,000, he told **Travel Daily**.

This was the culmination of what Poon Tip described as his "Holy Trinity of Customer Service" comprising its 24/7 service line & lifetime deposit security pledge.

"100% guarantees will never be free, but I believe it should be the cost of doing business.

"We wanted to prove to the industry that we are a customer-centric business that puts our customers first," Poon Tip added.

Tour capacity has continued to go from strength to strength, with available departures more than doubling in the last two years on its Australia & NZ tours, he said.

New Horizons refresh

THE Travel Corporation's Perth-based wholesaler New Horizons Holidays has unveiled a new corporate identity and accompanying tagline to "Travel... Go" (as pictured).



MD Chris Evans said the 36-year old company decided to refresh its image "to reflect the changing travel landscape."

"We have retained our bright, bold colours which encompass who we are as a business," Evans said when revealing the branding.

The makeover includes a fresh face for NHH's online presence at www.newhorizons.com.au.



Window Seat

ABERCROMBIE & Kent prides itself on the unique inclusions of its tours, not to mention the expert guidance of esteemed tour directors.

Speaking this week at the launch of A&K's new private jet journey of Australia (**TD** yesterday) md Sujata Raman highlighted Bill Zammit who will be leading the special tour.

Apparently he's quite a character - Zammit wasn't able to attend the A&K lunch because "he's currently on his way back from Sochi where he's been the official masseur for the East Timorese slalom team".

Yes, East Timor participated for the first time ever in the Winter Olympics this year, with Yohan Goult coming in 43rd position in the slalom, about 50 seconds behind the gold medallist - and generating huge national pride in his country in the process.

PROSPECTIVE employees at G Adventures' Canadian HQ will be sure to enjoy their interview.

Company founder Bruce Poon Tip said a room in its office is permanently maintained as a ball pit full of light plastic balls, with every applicant interviewed inside the pit.

The room was last seen by the industry during G's Uber-Massive incentive - **CLICK HERE**.



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SkyMiles revamp

DELTA Air Lines is rejigging its SkyMiles frequent flyer scheme from a miles-driven program to one based on ticket price paid.

To come into effect from 01 Jan 2015, changes will also see a new mileage redemption structure that makes Award seats easier to access, provides one-way Awards & enables members to use a mix of Miles + Cash Award options.

Customers will earn between five and 11 miles per dollar spent depending on their SkyMiles status, benefitting big spending corporate travellers.

Delta said it is providing 10 months notice of the changes to allow current customers "ample time to make travel plans."

CLICK HERE for further details.

Canberra on QT radar

QT HOTELS & Resorts has this afternoon revealed it will open a hotel in the Australian capital.

QT Canberra will debut in early Apr in the emerging cultural precinct of New Acton.

Nexus North America

"**AFFORDABLE** all inclusive tour packages" through North America are now available for agents via Nexus Holidays as the company continues to expand its portfolio.

Traditionally a specialist in China and more recently Asia (**TD** 20 Feb), the company has released itineraries which combine United Airlines airfares, Royal Caribbean cruises, coach touring and accom in Canada and the USA.

An 18-day Canadian Rockies trip including a *Rhapsody of the Seas* Inside Passage cruise is priced from \$5,299ppts ex SYD or MEL.

"We believe our packages will open up demand from the mass market making North America tours affordable for all demographics," national bdm Richard McKisack said.

Barging excursions

EUROPEAN Waterways has introduced a new selection of onshore excursions for guests on its hotel barge cruises.

New options have been added in Burgundy where guests can visit the 12th century Chateau de Bussy-Rabutin or to the Bordeaux wine region of Southern France aboard the *L'Impressionniste* and *Rosa* barges respectively.

For more details, see today's issue of **TD Cruise Update**.

QF to drop PER-SIN

DESPITE expectations of major cuts, the only network change announced by Qantas ceo Alan Joyce this morning was the suspension of Perth-Singapore, which will cease operating, effective 12 May.

However Qantas will also replace 747 aircraft on flights to Singapore from Brisbane and Sydney, with these routes to be operated by A330s.

Joyce also revealed the retiming of QF flights between Melbourne and London from Nov this year, to reduce A380 ground time at LHR.

This change frees up an A380 for additional flying, and Qantas will "evaluate opportunities to use the aircraft on other routes".

Wage freeze for QF

ALL Qantas Group staff will have their wages frozen effective immediately (where permitted by Enterprise Bargaining Agreements), extending a freeze which was implemented for QF executives last Dec.

"No pay rises or bonuses will be contemplated until Qantas is profitable again," said ceo Alan Joyce, with the move aiming to protect as many jobs as possible.

He said after the 5,000 job cuts, QF will still employ over 27,000, the vast majority in Australia.

QF fleet simplification

BY JUN 2016 Qantas will be operating seven aircraft types, down from the current 11 it flies at the moment.

The change in the fleet profile will see the retirement this month of the remaining 737-400s, while the retirement of the last 15 767s will be brought forward to early 2015 and six older 747s will go by the second half of 2016.

BNE terminal deal

QANTAS this morning confirmed that it had reached commercial agreement with Brisbane Airport Corporation, for the disposal of QF's lease on the terminal which is due to expire at the end of 2018.

Qantas will receive \$112 million in cash proceeds from the deal, which will see it retain exclusive use and operational control over much of the northern end of the terminal until 2018, while "securing rights to key infrastructure beyond this period".

Brisbane Airport will also make a significant investment in improving facilities within the terminal as well as taking control of its retail space.

The agreement covers QF's use of the runway system at BNE including the new parallel runway currently being built.

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Sri Lanka small group

ABERCROMBIE & Kent has released a 12-day tailored tour to Sri Lanka which incorporates the Cultural Triangle, fortresses and temples, tea plantations, garden excursions and much more.

Departing 15 Nov, the trip is priced at \$6,995pp and is capped at 24 participants.

CZ 777-300ER config

CHINA Southern Airlines has taken delivery of its first of 10 new Boeing 777-300ER aircraft.

Configured with a four class cabin, the 777-300ER will feature four seats in First class, 34 in Business, 44 in Premium Economy and 227 Economy seats - a total capacity of 309 passengers.

Chief operating officer Zhang Zifang said the jet will be used to serve existing long-haul markets as well as open up new routes, with the first delivery to be deployed on China Southern's planned route to New York.

Earlier this year, GDS displays indicated China Southern would deploy the Dash-300 to John F Kennedy Int'l Airport on a four times weekly basis, commencing 06 Aug (TD 06 Jan).

"The 777-300ER will support the development of Guangzhou as our main international hub and will be a vital part of our 'Canton Route' services," Zifang stated.

More European dates

TOPDECK has added double departures for some of the youth tour operator's popular European itineraries later this year.

Director of sales for Asia Pacific Ben Ittensohn says the program has been so successful, on select dates a second coach has been required to facilitate demand.

The double departures operate for the 22-day Europe Uncovered trip on 22 Sep, 20-day European Getaway on 07 Jun & 10 Jul and 13-day Grand European on 10 Jul.

A 5% earlybird discount applies to trips booked before 31 Mar.

Viator media reps

ONLINE tour & activity booking website Viator.com has signed PEPR Publicity to manage its media relations in Australia & NZ.

Accommodation demand surging

TOURISM has been identified as a "future super-growth sector for the Australian economy," in a report released this morning by Deloitte Access Economics.

The group's latest *Tourism and Hotel Market Outlook* says that indicators are positive, with international visitor nights predicted to grow at 4.8% a year.

Forecast domestic overnights have also been revised upwards to a 2% annual growth rate.

The economic recovery in the US and UK is gaining pace, which Deloitte spokesman Lachlan Smirl said was an excellent sign.

"While we know Asia is the big long-term growth driver, the US and UK are two of Australia's most important traditional tourism markets and re-emergence of growth from these regions is a huge positive for Australia's visitor economy."

The depreciating Australian dollar and increasing numbers of Aussies opting to holiday at

home are also very positive, with domestic holiday travel growing at its fastest pace in seven years during 2013.

The report cites strong demand for accommodation across the country, with record occupancy rates in Sydney, Melbourne and Hobart last year.

Smirl said the economy's diversification away from resource sector construction was seeing travel patterns gradually shift away from the big mining states.

"At the same time, improved conditions for leisure travel - both inbound and domestic - are underwriting robust demand across several regions," he said.

CLICK HERE to view the report.

Vista build under way

CARNIVAL Cruise Lines has cut the first steel for its next vessel, *Carnival Vista* at the Fincantieri shipyard in Monfalcone, Italy.

When the 135,000-tonne *Carnival Vista* enters service in 2016, it will be Carnival's 25th vessel and largest to date.

MEANWHILE, *Biggest Loser* fitness instructor Shannon Ponton will assist Carnival Cruise Lines - not Carnival Australia (TD Tue) - develop a range of healthy dining & fitness experiences for guests aboard *Carnival Spirit* and *Carnival Legend* this year.

The role sees Ponton become the first Australian ambassador for Carnival Cruise Lines.

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Applications close Wednesday 5th March 2014



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday 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, send us an email at appointments@traveldaily.com.au.

Holland America Line has appointed **Ali McEvoy** as its new Community Relations Representative. McEvoy will oversee sponsorship, partnership and shipboard charity events in the Sydney market.

Harry Leong has joined **Metro Hospitality Group** in the role of General Manager at its flagship property, the Metro Hotel Sydney Central.

Bringing more than 15 years executive experience with Singapore Airlines and Austrian Airlines, **James Dunne** has been appointed as the new CEO at rail wholesaler **Rail Plus**. Based in Melbourne, Dunne replaces David Stafford, who departed from the role late last year after eight years.

Luxury Fijian startup **Nanuku Resort & Spa** has welcomed **Paul Cutler** as its new Sales & Marketing Manager for all international markets.

Former St George Banking Group CEO **Rob Chapman** has been appointed as the new Chairman of the **Adelaide Airport Ltd Board**.

Drawing on more than 20 years experience in the hotel and hospitality industry, **Choice Hotels Australasia** has promoted **Aileen Cobern** to the role of General Manager Distribution and Revenue.

Wayne Buckingham has been named Senior Vice-President Asia-Pacific for **FRHI Hotels & Resorts**, parent firm of Fairmont, Raffles & Swissotel.

Jaime Kuek will assume PR duties for **Design Hotels** in Australia in her role as Public Relations & Corporate Marketing Manager, Asia on 01 Mar.

The Boeing Company has appointed **Maureen Dougherty** as its new President for Australia and the South Pacific. To be based in Sydney, Dougherty will oversee the company's largest operation outside the US.

QR open to rev-share

QATAR Airways boss Akbar Al Baker says the Gulf carrier is open to revenue sharing deals with fellow **oneworld** members including British Airways.

"But it will not just be revenue-sharing but also loss-sharing. We have to be able to support each other," Al Baker is quoted saying.

Cali YouTube promo

CALIFORNIA is set for mass exposure on YouTube when it takes over the video sharing platform to promote "24 Hours. 24 Dreams" - a batch of videos celebrating the Golden State.

The marketing push will occur on 01 Mar in Australia, the US, Canada and the United Kingdom.

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NZ Jan arrivals up 15%

TOURISM New Zealand today reported a 14.7% year-on-year uptick in holiday arrivals during Jan, buoyed by "impressive" growth of 8.1% from Australia, chief Kevin Bowler said.

Arrivals from China soared by more than 70% during the month, fuelled by an early Chinese New Year but likely to be offset in Feb.

UK and German markets were up 12% and 23% respectively.

Nanuku opening offer

THE soon-to-open luxurious Nanuku Resort & Spa in Fiji has released a special five night stay for the price of four, valid for travel through until 19 Dec.

Priced from \$7,710, the offer includes all meals, butler & nanny services, private transfers from Nadi or Suva int'l airports & more.

Nanuku opens this weekend with the deal offered to 31 May. More at www.nanukufiji.com.

Matilda for DNSW

SYDNEY'S Lyric Theatre has been selected as the host venue for the West End and Broadway favourite *Matilda the Musical*, taking to the stage from Aug 2015.

110,000+ overseas, interstate & intrastate visitors are expected to see the show, generating over \$35 million in economic return for NSW, Minister for Tourism & Arts, George Souris said today.

Souris said securing *Matilda* was "a major coup" for NSW's tourism & events arm, Destination NSW.

Niseko on Epic Pass

VAIL Resorts has added its first Asian partner to the traditionally North America Epic Pass, with cardholders now able to obtain five free days at Niseko in Japan for the 2014/15 winter season.

The pass already offers unlimited and unrestricted access to select resorts in Colorado, Utah and Lake Tahoe, California.

Cairns lures riders

MOUNTAIN bikers are being drawn to Cairns via a new website to experience Tropical North Queensland's 550km network of mountain bike tracks.

Yesterday Tourism Tropical North Queensland launched the new Ride Cairns portal which showcases the multitude of trails - more at www.ridecairns.com.

WIN TICKETS TO 'MANDELA - LONG WALK TO FREEDOM'

This week **TD** and **The Africa Safari Co** want to inspire you with the beauty & history of South Africa. We are giving away 2 x double passes each day to view the magnificent movie - 'Mandela - Long Walk to Freedom'.



A film based on Nelson Mandela's autobiography, which chronicles his early life, coming of age, education and 27 years in prison before becoming South African President and working to rebuild the country's once segregated society. An inspiring and moving story - a must see for all.

To win, be one of the first 2 people to email the correct answer to: Mandela@traveldaily.com.au.

How many days is the Shongololo Good Hope Adventure?

Congratulations to yesterday's winners **Kelsey Varian** from **Qantas** and **Sarah Johnson** from **Travel Trade Recruitment**.

Wotif may up comm

WOTIF.COM may consider increasing the commissions it receives from hotels, with ceo Scott Blume confirming a possible move in the next 12 months.

Speaking after the company's first half results announcement (**TD** yesterday), Blume said "we are the lowest cost distributor for hotels in Australia and NZ".

The company's record \$75.8m revenue was mainly driven by higher commissions, with hotel transactions declining 7%.

Blume also flagged the rollout of a new website where, rather than alphabetically, hotels will be listed by popularity and user reviews.

Hotels will also be able to pay for a higher priority listing, he said.

DXB Jan record

Dubai International Airport has started 2014 strongly, reporting a new monthly record of 6.4 million passengers during Jan.

That was a 15% year-on-year rise, with the bumper result said to be boosted by the "seasonal rush of holidaymakers into Dubai" as well as the recently concluded Dubai Shopping Festival.

Australasia was the 2nd fastest growing source of passengers, with numbers up 34.5%.

QM2 Top End spend

NORTHERN Territory Minister for Tourism Matt Conlan has welcomed the arrival today of *Queen Mary 2* to Darwin, saying 700+ pax have already prebooked shore excursions in the city.

Conlan said the tourists would inject around \$500,000 into the local economy in just nine hours.

787 Tasman inaugural

JETSTAR has inaugurated the first commercial trans-Tasman services using Boeing 787 aircraft between Auckland & Melbourne.

The *Dreamliner* is flying the route on a thrice weekly basis over the next month, giving Kiwis a chance to experience the revolutionary aircraft.

Hawaii kks milestone

HAWAII Tourism Oceania today confirmed 2013 was a record year for Australian arrivals (*TD* 03 Feb).

The Aloha State welcomed more than 305,700 Australians last year, up 24.3% on the year prior and breaking the 300,000 mark for the first time.

More Aussies are also dispersing themselves beyond Oahu to the neighbouring islands of Maui (up 38% year-on-year), Kauai (25%) and Hawaii Island (18%).

HTO's outgoing country manager Helen Williams said the organisation had nailed its strategy to increase awareness of the islands beyond Hawaii's primary hub of Oahu.

The average length of stay in Hawaii for Australian travellers was "strong" at 9.47 days.

QF loyalty a winner

QANTAS Frequent Flyer was the one bright spot in QF's results announcement this morning, with the Qantas Loyalty business reporting record underlying earnings of \$146 million.

There are currently 9.8m members of the QFFF scheme, with the operation exceeding expectations and a strong response to the ACQUIRE SME loyalty program.

This was overshadowed by poor figures from other QF offshoots, with Qantas Domestic reporting a \$57m profit - around a quarter of the \$218m reported in the previous corresponding period, with Virgin capacity boosts saving the domestic profit pool.

Despite the benefits of the Emirates alliance, Qantas International lost a whopping \$262 million, in a performance significantly worse than the \$91m loss a year ago.

The group's former star performer Jetstar also reported an overall underlying loss of \$16m, reversing its \$128m profit for the first half of FY13 - although ceo Alan Joyce said JQ domestic was still profitable.

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This month **Travel Daily** is giving one reader and their friend the chance to win a 10 day Thailand tour, courtesy of **On The Go Tours**.

The prize consists of:

- Return economy flights from BNE, PER, SYD or MEL
- Airport arrival transfer on day 1 and departure transfer on day 10
- Breakfast daily and one dinner
- 8 nights accommodation in a 4 star hotel and 1 night accommodation on a floating jungle lodge
- Escorted by English speaking local guides.

Throughout February **Travel Daily** will ask 20 questions. The subscriber with the most correct entries and the most creative response to the final question will win this amazing Thailand holiday.

Email all your answers by COB Fri 28 Feb to:

Onthegotours@traveldaily.com.au

What is the name of the TV show that will be filming OTG's 10 day tour in Thailand?

'Room 753' promo

TOURISM & Events Queensland has today launched a new social media campaign involving 22 high-profile bloggers who will promote the state's holiday destinations & experiences.

'Room 753' will target US, UK, India & Korean social markets.

SpiceRoads

CYCLE TOURS

SpiceRoads are Asia's premier specialist cycle tour operator. Their staff are talented, dynamic, young individuals with a passion for adventure travel.

FANTASTIC BANGKOK BASED OPPORTUNITIES

SALARY + BENEFITS + TRAVEL OPPORTUNITIES + WORK PERMIT

MARKETING & COMMUNICATIONS MANAGER

Develop and implement a successful marketing plan, control web content & social media and create distinctive communication content for both print and digital materials whilst ensuring brand consistency.

Previous experience with strong digital knowledge essential.

PRODUCT DEVELOPMENT MANAGER

Due to expansion into Africa and Europe, this role requires you to research and develop innovative cycling tours on both continents, negotiate contracts & pricing and manage supplier relationships. **Product development experience, exceptional organisational skills and a strong understanding of operations essential.**

Confidential applications to Philippa Baker on 02 9506 7000 or email Philippa@alexander-associates.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.

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business events news

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

JOB OF THE WEEK

**SALES DEVELOPMENT TRAINING MANAGER
SYDNEY – SALARY PACKAGE \$85K +**

Fancy yourself a mentor with B2B sales experience and a proven ability to increase sales? This global travel company is seeking your talent to inspire and mentor their business development teams and enhance customer service delivery.

Along with your strong sales ability, you will also be relationship driven, have a track record of exceeding targets and a team player. If this is the change you are seeking, apply today!

**YOU'RE GREAT AT SALES, NOW SHARE THE LOVE
INDUSTRY BUSINESS DEVELOPMENT MANAGER
MELBOURNE – EXCELLENT SALARY PACKAGE**

Get the equation that's right for you! These superb products and well known brand name are looking for a Sales Executive who will have the ability to deliver and exceed expectations. With a professional brand name behind you and your strong presentation skills you will have the ability to influence others and increase sales for these companies while managing your time effectively in this sensational role. Don't wait apply today.

ARE YOU TECHNICAL?

**PROJECT MANAGER – 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? Call today for a confidential chat.

YOU WILL REACH NEW HEIGHTS IN YOUR CAREER

**CLIENT RELATIONSHIP MANAGER
SYDNEY - SALARY PACKAGE UP TO \$90K**

As Client Relationship Manager you will be responsible for managing a portfolio of high profile clients. Key objectives include growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with managers at all levels up to executives.

BREAK AWAY FROM THE EVERY DAY SALES ROLE

**CORPORATE BDM – GLOBAL MARKET
SYDNEY – SALARY PACKAGE OTE \$120K+**

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. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

OPERATE THIS!

**CORPORATE TRAVEL TEAM LEADER
SYDNEY - SALARY PACKAGE TO \$88K**

This newly created role will see you leading this established team of domestic and international consultants to greater success. You will be in charge of any client queries, ensure work flow is distributed evenly and is taken care of within set KPI times, daily meetings and training. You will also have the ability to put your consulting hat on when needed. Don't miss out on this outstanding management opportunity.

IS DIGITAL YOUR THING?

**CREATIVE JUNIOR MARKETING GURU WANTED
SYDNEY – SALARY PACKAGE \$\$**

Are you an experienced, innovative and highly motivated Marketer within the Travel Industry? This rare new opportunity will allow you to create and grow the business stream within a large organization. You must be proficient within the digital space, and be adaptable to growth & change. If you thrive with a challenge this is a brilliant chance for you to shine.

BE THE LEADER OF THE PACK!

**INVENTORY TEAM LEADER
SYDNEY – SALARY PACKAGE \$75K ++**

Are you tired of working within a hostile team environment? Move your career to the next level and see you career go further. Coming on board as the Team Leader you will be driven, motivated and have a maturity to be able to handle this role running the operational requirements of the Inventory team. Strong inventory experience is essential for this role along with previous supervisory knowledge.

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

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www.aaappointments.com



Working in partnership with the Australian Travel Industry

Travel Consultant - Worldwide

Gold Coast - \$\$\$\$DOE + uncapped commission
Ref: 1016PS1

Feeling underpaid and under valued? Are you well travelled? One of Australia fastest growing Travel Companies is expanding and recruiting a new team. If you are already working as a Travel Consultant with at least 1 yrs experience using a GDS and have excellent worldwide destination knowledge then I'd love to hear from you! Call Centre environment with 7 day shift rota, one weekend per month! Excellent salary package PLUS uncapped commission and educational are on offer

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

Corporate Travel Consultant

Brisbane – Package to \$55,000
Ref: 944PS1

An experienced Corporate Travel Consultant is required to join a leading Independent Travel Management Company. This is a great opportunity for a service/support focused individual, who is able to interact with all levels of the business. Working in a friendly and supportive team, you will be responsible for the coordination of predominantly domestic travel arrangements. The ideal candidate will be a Sabre or Amadeus guru and but other GDS users will be considered.

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

Travel Branch Manager

Sydney's South – Competitive base + uncapped commission
Ref 760SJ1

A fantastic opportunity has arisen for an experienced travel professional who would like to take their next step into management. As a travel branch manager you will be responsible for managing the daily running of the office as well as motivating your team to achieve sales targets. You will still have a hands on role consulting and using your expert travel knowledge to interact with colleagues and clients. Help lead this branch in its continued success and apply today!

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

Senior Manager – Travel & Shipping

Solomon Islands – Circa \$120K + bonuses
+ relocation package – Ref911lybc

Seeking an experienced leader to join a Global Shipping giant on the tropical Solomon Islands. This role is dual, managing a busy Travel Agency and Shipping Agency. You will need at least 10 years experience in either field and strong managerial skills to lead two teams of experienced professionals. This is a hands on managerial role, offering a fantastic salary, relocation package and career progression to the right person. Looking for a Fresh Start? Apply now!

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

Retail Travel Consultant

Melbourne - \$50k + Super + Incentives
Ref 1020DB

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 superstar travel consultant to join their established team. They are a highly motivated team and aim high! If you love sales, have travelled internationally and have experience on a GDS then read on! Don't delay apply today, a great opportunity not to be missed!

For more information please call Deborah on (02) 91137272 or click [APPLY](#) now.

Wholesale Travel Consultant

Melbourne – Attractive Package
Ref 7370KF1

Do you currently work in the travel industry and have sold cruise holidays? My client wants to develop the cruise department within their agency, offering cruise packages around the world. We are seeking outgoing, enthusiastic, persuasive sales driven people who have worked within a sales driven, travel agency environment and would like to be involved with the building of this department. Top sales performers are typically passionate about the product and go the extra mile.

For more information please call Katie on (02) 91137272 or click [APPLY](#) now.

Experienced Travel Team Leader

Adelaide - \$47-50K + Incentives
Ref: 1012-LBA

Do you have 5+ years experience in senior travel consulting using Sabre and Tramad and want to step up? If you are confident in leading and motivating a team I want to hear from you. This funky company is looking for a go-getting team leader in every sense of the word, so if you already have team leading or management experience within the travel industry then this rare opportunity is for you! Only applicants with enthusiasm for leading a young and dynamic team need apply.

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

Luxury Travel Consultant

Adelaide - \$35-50K OTE + Super
Ref: 577-LBA

This well-established independent travel company is located in the eastern suburbs of Adelaide, and is one of the leading luxury boutique travel agencies in Australia!! They are seeking a full time Travel Designer to start with them. If you are a customer service super star then this is what matters the most here. If you have past experience in dealing with high-end clients and luxury products then this will be to your advantage, along with use of Sabre.

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



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