



amadeus

Are you ready for a personalised future?

The travellers of tomorrow will expect to be in the driving seat.

Travelling where they want, how they want, staying where they want and doing exactly what they want - and all at the click of a button.

The question is, are we ready to accommodate this demand for unique experiences?

Join us on a journey towards a personalised future at shapethefutureoftravel.com

Let's shape the future of travel

You can follow us on:

Amadeus IT Pacific



amadeus.com



Six pages of news

Travel Daily has six pages of news & photos, a front cover page from **Amadeus** plus a full page from: (**click**)

- AA Appointments jobs

QF selling terminals?

QANTAS is reportedly looking to offload its Brisbane & Melbourne airport terminals to raise about \$400 million as part of a cost-cutting program.

According to *The Australian*, talks between Qantas and the airports are "well advanced" for a possible sale and lease-back of the facility, while "the deal on the table at Sydney is not attracting much interest."

MEANWHILE, Qantas has issued a commercial policy for flights to/ from Cairns and Townsville due to adverse weather conditions associated with a tropical low.

The waiver to rebook, reroute or take credit applies for travel up until today - **CLICK HERE** for info.

Amadeus consumer portal

TRAVEL technology provider Amadeus has unveiled a brand new corporate logo and visual identity (see **cover page**) to reflect "a modern company."

To roll out the new branding and to give travel partners a taste of what is to come, Amadeus has launched a 'Let's shape the future of travel' micro-site as well as a blog where members from within the travel industry can share their vision on personalised travel.

Changes also see the introduction of a new consumer-facing portal at amadeus.net.

Amadeus says the objective of the direct website is to learn

about travellers behaviour and requirements for travel.

Users are able to find new methods to search for travel from one of the world's largest databases, retain their plans and ideas & share them with others.

"The information and data captured from amadeus.net will help the whole of the travel industry to create more personalised worlds of travel," the GDS provider stated.

The platform provides a number of ways consumers can book holidays based on either known destination, type of vacation, or by browsing the travel plans of other users.

Consumers are then presented with a list of flight options to select a fare using 'Smart Filters' that identify when it's cheapest to travel, and to finalise a booking are redirected to the site of a company to issue a ticket - see www.shapethefutureoftravel.com.

1 day for Anzac ballot

THE deadline for the Anzac Day 100th anniversary ballot at Gallipoli for Aussies planning to commemorate the event in 2015 draws to a close tomorrow - see www.gallipoli2015.dva.gov.au.

Uniworld half price

UNIWORLD Boutique River Cruises is offering a 50% discount on close to 30 Europe & Vietnam sailings departing in 2014.

Available until 28 Feb, the offer is available on six European trips ranging from eight to 29 days in length - phone 1300 780 231.

New Tourism Tas site

TOURISM Tasmania has unveiled a brand new destination website aimed at driving potential visitors to the Apple Isle.

The portal features simpler maps & self-drive itineraries and comes in mobile & tablet versions - see discovertasmania.com.au.

AW recruits Vic bdm

SALLY Krantz has been named as Adventure World's new bdm for Victoria, effective this week.

Krantz's industry experience includes six years in wholesale and two years in corporate travel.

More appointments on **page 6**.

Giving you the
INDEPENDENCE & FREEDOM
you need to run your own travel business

join.travelmanagers.com.au
1800 019 599
suzanneL@admin.travelmanagers.com.au

TRAVELMANAGERS
personally yours

QANTAS
RED HOT L.A. SALE!

L.A. 5 nights & flights from \$1552*
per person twin share

For more information visit
www.qhv.com.au/agents

*Conditions apply

Holidays

Introducing Ireland's 'wild side'

Introduce your clients to the Wild Atlantic Way – out on the edge of Europe, there's 2,400kms of spectacular signposted driving route which stretches the length of the West Coast – Drive the whole way or sections of it.

Tell them about discovering the hidden places and secret worlds full of authentic experiences that are unique to Ireland.



For more information including the latest Ireland guide, maps, B&B info & regional brochures
call us on (02) 9964 6900

Email: info@tourismireland.com.au Website: www.Ireland.com

Jump into
Ireland
ireland.com

Happy New Year,
Happy New Facebook

facebook.com/EvergreenToursAustralia



Travel Daily

First with the news

Thursday 30th January 2014

Thailand Companion Fare
Sale on Now!
thairways.com.au

from
\$879
GROSS
PER PERSON
RETURN
FIND OUT MORE



BI 787 MEL schedule

ROYAL Brunei Airlines has moved back the planned launch date of 787-8 Dreamliner services between Bandar Seri Begawan to Melbourne by nearly one month, to 02 Apr 2014, travel agent GDS displays indicate.

TTC AUD price guarantee

THE Travel Corporation has responded to surcharges being applied by competitors due to the falling Australian Dollar by locking in brochure pricing for 2014.

It comes after the AUD\$ fell to its lowest level against the US Dollar in four years, to US\$6.68 cents.

Applicable to guided holidays, escorted touring and river cruising through Trafalgar, Contiki, Insight Vacations and Uniworld, TTC says the price guarantee "reaffirms its commitment to the trade and consumers alike."

The move is a direct response to an imminent 10% surcharge which the Globus family of brands has announced for 2014 bookings, The Travel Corporation said yesterday.

TTC says it carefully hedged its currency in Aug 2013 "in order to avoid situations that would result in surcharges for customers."

"It [TTC] maintains its brands will absolutely not be subject to price increases as a result of currency fluctuations caused by the decline in value of the AUD," the firm said.

Speaking on behalf of The Travel Corporation, Trafalgar managing director Matthew Cameron-Smith told *TD* the guarantee was "about maintaining price integrity and to enable trade partners to continue to book with confidence."

"Importantly, when we looked at the season ahead of us we built our pricing deliberately to protect our trade partners and guests from any fluctuations."

"So we won't be disrupting the market, we won't be derailing momentum by offering seasonal surcharges - we'll stick by our word," Cameron-Smith told *TD*.

"We're not going to be surcharging right in the middle of the peak booking season."

Questioned if the 2014 price lock applied should the AUD fall as low as US\$70 cents, he confirmed the TTC board had discussed the possibility "at length before pricing the program."

Globus confirmed to *Travel Daily* that a "sustained decline" in the value of the AUD\$ would affect all new and non-deposited bookings, effective 08 Feb.

The surcharge applies to 2014 Globus, Cosmos, Monograms and Avalon Waterways holidays, excluding Cosmos Asia and Monograms North Americas.

"The Australian dollar has dropped by much more than 10% and we know this affects the entire travel industry," Globus family of brands md Stewart Williams commented.

"Globus has offered a clear price advantage over its competitors for quite some time, and even with these changes our prices are still as good or in many cases better than other operators," he said in a statement to *TD*.

Outrigger opening

THE Outrigger Mauritius Resort & Spa has now opened for guests.



A lifetime of extraordinary travel

BOOK & WIN



CANADA

Be the first Australian to walk the **GLACIER SKY WALK!**

You and a companion could be jetting off to Vancouver on Air New Zealand and enjoying an 8 day Canadian adventure* courtesy of **Adventure World**

*conditions apply

FIND OUT MORE >

AIR NEW ZEALAND 



2014 Brochure OUT NOW!



UNFORGETTABLE

APT

INDIA RIVER CRUISING

APT'S NEWEST LUXURY SMALL GROUP JOURNEYS PROGRAM

2015 BROCHURE OUT NOW

COMPANION FLY FREE*

STRICTLY LIMITED OFFER!

*Conditions apply. Contact APT for full terms & conditions. Australian Pacific Touring Pty Ltd ABN 44 004 684 619 Lic. No. 30112 MKT12695



NT MUSTER 2014


Registrations now open!
Melbourne, March 4
Sydney, March 5


Gain valuable knowledge about the Northern Territory and have lots of fun!

CLICK HERE TO REGISTER

*No show fees apply

PRIZES TO WIN! FULLY CATERED! DO THE NT



travel counsellors 

My Story Holly Stubington, Travel Counsellor

"...like a million light bulbs under one roof"

Read my story at www.travelhomeworking.com.au/ourstories

Get in touch today 03 9008 4291

With us...it's personal

\$850

Return fares from \$850 plus taxes, fuel and other charges.

EUROPEAN EARLYBIRD

See your GDS for full details.



Travel Daily

First with the news

Thursday 30th January 2014



HURRY! Emirates short sale Industry rates to Dubai & Europe. Book Online 24/7! Sales to 31JAN14. Selected departure dates.

Return Economy from **\$599*** pp plus taxes. * Conditions Apply. Taxes approx. \$415* - \$860* pp.

[CLICK HERE](#) for further details

Trafalgar evolution continues

THE latest marketing campaign by Trafalgar represents an ongoing transformation of the guided holiday specialist's brand, managing director Matthew Cameron-Smith says.

Five years in the making, he said the evolution of Trafalgar is "focused on leaving no stone unturned in terms of blowing customers away."

Cameron-Smith told *Travel Daily* this morning 'The Real Deal' campaign was about restating Trafalgar's position & reaffirming "we mean business about transformation, not just words."

He identified "a lot of echo in the market" relating to copycat product from competitors, saying Trafalgar was the clear leader for exclusive insider experiences and opportunities to meet locals.

"We have over 1,400 insider experiences across our portfolio - that's more than four times our competitors," he said.

Cameron-Smith told *TD* it was important for agents to be aware that signature experiences are offered across an entire product range & "not just scratching the surface" as is the case with rivals.

"It's timely to remind our trade partners that what we say is what you get, especially at this critical selling period."

"We've done the hard yards to get our product to be where it is."

EY cabin crew drive

ETIHAD Airways will host two recruitment days to seek qualified hospitality professionals to join the carrier as cabin crew, F&B managers and inflight chefs.

Events will be held in Sydney on 10 Feb and Melbourne on 12 Feb, with details available on the day about relocating to Abu Dhabi and working at 30,000ft altitudes.

For info on applications ahead of recruitment days, [CLICK HERE](#).

SkyTeam RTW promo

THE SkyTeam airline alliance is providing a 10% discount off all Go Round the World fares issued before 31 Mar 2014.

A minimum of 26,000 miles must be purchased, with tickets issued seven days in advance, commencing before 30 Jun and travel completed inside 6 months.

Valid only in Economy class on the 19 SkyTeam carriers globally (including Garuda Indonesia, effective 05 Mar), tickets permit at least three and a maximum of five stopovers.

Details at www.skyteam.com.

New Skyrail gondolas

SKYRAIL in Tropical North Queensland has released images of new Diamond View gondolas (pictured below) which will go into operation from Mon 25 Nov.

The attraction operates over the rainforest canopy to Kuranda and will feature 11 of the new clear-bottom vestibules.



HA/CA plot codeshare

HAWAIIAN Airlines & Air China have applied for a blanket codeshare arrangement on flights between Hawaii & China, multiple domestic cities in China & between the Hawaiian Islands.

Window Seat



IT APPEARS as though Justin Bieber's recent antics in Miami, which led to his arrest, were the final straw for some.

Online travel booking website AirFastTickets.com, keen to push themselves as the cheapest in the country, have offered Bieber free air tickets on the proviso he does not return to the USA.

The service doesn't end there, with the OTA sweetening the deal with the services of one of their agents to book more flights for the wayward star.

"We are also offering Mr Bieber a private AirFastTickets travel agent to ensure he is able to quickly and seamlessly travel to anywhere around the world, at any time...just not back to the U.S," the company said.

THE China Eastern Airlines pax who took advantage of his First Class VIP privileges in China (*TD* Tue) may have an Aussie clone.

Phil Asker from The Captain's Choice said he recalls an Ansett Golden Wing Club member from the 1980s who kicked up a stink when a free shuttle service from Melbourne Tullamarine Airport to the city CBD was canned.

Turns out the Global Rewards life-time member lived 3kms from MEL and would use the shuttle for his daily commute, not to mention the lounge for breakfast & after work drinks.

Maxine joined because it's her ticket to freedom

Every agent has a reason to join



Call 1300 682 000
Visit join.mtatravel.com.au



sunlover HOLIDAYS
For the best times of your life!

Australia On Sale

CATSEY BEACH, HAMILTON ISLAND

INCLUDING RETURN AIRFARES & BONUS OFFERS!



ON SALE FROM 4 JAN - 7 FEB

PACKAGES AVAILABLE ACROSS AUSTRALIA

[CLICK HERE](#) FOR MORE DETAILS

13 88 30

www.agents.sunloverholidays.com.au

ON SALE BOOK NOW



Qantas cash splash

MEMBERS of Qantas Frequent Flyer spent up big on their new Qantas Cash cards over Christmas, stats from the airline today show.

Spending of funds loaded onto the card was up 250% compared to previous months, helped along by the peak holiday period, while there was a 61% jump in monies loaded onto the cards.

From the rollout of the cards in Aug last year (**TD** 28 Aug), transactions have been recorded in 131 different countries, with the card having been activated by more than 200,000 members.

The top five currencies used were AUD, USD, EUR, GBP & NZD. "We've seen consistently strong demand for this feature, in fact it equates to a member activating their card every minute per day since launch," Qantas Loyalty ceo Lesley Grant said.

Qantas is predicting it will welcome its 10 millionth member during the 2013/14 financial year.

CTM sale complete

THE acquisition of Westminster Travel in Asia by Corporate Travel Management (**TD** 20 Nov) has been completed, the firm confirmed yesterday afternoon.

"The combination with our successful Australian, NZ and USA businesses will allow us to better leverage our combined buying power, client facing solutions and support expertise moving forward," md Jamie Pherous said.

Air NZ moving more

AIR New Zealand has seen a 3.7% year-on-year uptick in Tasman/Pacific traffic during Dec as capacity rose 4.4%.

The Star Alliance carrier also today reported that short-haul passenger numbers were up 4.1%, however long-haul figures fell 6.9% over the month.

Group-wide Air NZ carried 1.39 million pax, up 2.7% compared to last year, with FYD yields up 0.2%.



CHECK OUT OUR FLASH SALES HERE

Tourism Fiji bdm's skirt the office

LEARNING the ropes has never been so much fun, as Tourism Fiji's new state managers found out recently.

To get to grips with their new destination, the trio hit the ground running with a week-long famil of the Coral Coast and the Mamanucas.

In all, they visited more than 20 resorts, 10 islands, learned a lot & met many new faces.

The goal was to experience Fiji as travel agents and the public would be likely to.

Now back in their territories, the trio will be participating in all tradeshows, Tourism Fiji initiatives & events to promote the destination to Australians.

Pictured above after a clearly stressful board meeting at Tokoriki Island are Tourism Fiji's new state managers for Vic, Qld and NSW respectively in David McMahon, Karen Everingham and Matt Symonds.



Tahitian value-add

TAHITI Travel Connection is throwing in a selection of bonus extras such as free room nights, upgrades, meals & massages for air and land packages to Tahiti, Moorea and Bora Bora, valid for bookings between 03-23 Feb.

We pioneered
Insider Experiences
and continue to
develop them.

That's the
real deal.

→ We broke new ground when we launched our Insider Experiences → 1,460 unique Insider Experiences - four times more than any competitor - mean richer holidays, immersing guests in local life → 100% of agents who adopted the Insider Experience messaging saw their businesses grow



Only Trafalgar goes beyond the expected. Giving you the real deal every time.

TRAFALGAR

To get the real deal for your clients call **1300 78 78 78** or [click here](#)

Middle Earth on show to trade



TOURISM New Zealand in conjunction with Air New Zealand hosted 750 agents and trade partners on a journey through Middle Earth this month as a series of exclusive Gold Class screenings of *The Hobbit: The Desolation of Smaug*.

The activity is a continuation of TNZ's 100% Middle Earth, 100% Pure New Zealand promo which is currently active in Australia.

Guests experienced a magical evening of New Zealand food & wine and Kiwi hospitality in the comfort of Gold Class lounges.

Events were held on the Gold Coast, Brisbane, Melbourne, Adelaide, Perth and on Tue night in Sydney where the **above** photo was taken off (from left) Adam Hughes, Tourism New Zealand; Quentin Voss, Air New Zealand; Lauren Blank, Tourism New Zealand; Kris Taute, Air New Zealand; Amy Hayes, Tourism New Zealand & Elizabeth Hutchinson, Air New Zealand.

More China Belhotels

SWISS-BELHOTEL International is expanding its reach in China, announcing three new properties to come online in 2015 - Swiss-Belhotel Dahe, Grand Swiss-Belhotel Dongguan and Swiss-Belresort Nanlihu.

Biggest Boeing year

BOEING has reported Q4 revenue of US\$14.7 billion for its Commercial Airplanes division, boosting full year revenue to a record US\$53 billion due to a higher delivery volume (of 648 aircraft over 12 months).

The division took 465 net orders over the three-months, amassing 1,355 orders for the full year and creating a backlog of 5,080 planes valued at a huge US\$374 billion.

QF/EK transTasman capacity adjustment

QANTAS and Emirates have gained approval from the ACCC for capacity adjustments to their alliance across the Tasman due to flight diversions.

The carriers made a submission to the Australian Competition & Consumer Commission in Nov, made public this week, seeking to vary the base year seat capacity.

They highlighted "issues" with data collection by the govt which may throw true capacity figures governed by the Relevant Tasman Routes (**TD 27 Mar**), including Qantas diversions in the Northern Summer & Northern Winter seasons, and Emirates cancellations on the Sydney-Auckland route during the Northern Summer season.

The revised figure for Qantas' combined NS and NW seasons represents a shortfall of more than 5,400 seats.

"Consistent with the objective of the capacity condition, the ACCC considers that it is appropriate to exclude these diverted seats," the regulator said in its response.

"While the conditions of authorisation do not contain provisions to vary the base year seat capacity figures in these circumstances, the ACCC will nevertheless have regard to the adjusted figures...in its assessment of the airlines' compliance with the conditions."

Aus showcase in India

TOURISM Australia has teamed up with Destination NSW, Tourism Victoria, Tourism and Events Queensland and the South Australian Tourism Commission to launch a promotional campaign aimed at travellers from India.

Special airfares to Australia have been made available via Singapore Airlines as a partner in the campaign.

The latest push has been timed to coincide with booking periods for the Indian school holidays.

DXB Dec pax record

PASSENGER numbers passing through Dubai Int'l Airport in Dec soared to a new monthly record of 6.05 million, up 13.6% on the corresponding year prior.

The figure raised annual DXB pax traffic to 66.43 million - the airport's highest ever result.

Louis agent website

GREECE & Turkey specialists Louise Cruises has released a new range of cruise and land tours which are available exclusively for agents to book for customers on its B2B online platform.

See www.louiscruises.com.

Become a 100% pure New Zealand Specialist.

Where doors are opened to secret knowledge.

Learn the hidden secrets of New Zealand.

[Click here >>](#)

www.traveltrade.newzealand.com

100% PURE NEW ZEALAND SPECIALIST



Sales Executive
Sydney based

We are currently seeking a highly motivated Sales Executive with previous travel industry field sales experience to work in this newly created position, on a defined portfolio of Discover's clients.

This diverse role will suit an energetic individual who will be responsible for calling on travel agents, developing new, and nurturing existing, business relationships, perform product training to agents and attend trade shows as required. The ideal candidate will have a minimum of three years work experience in a similar role.

Discover the World has over 80 offices in more than 60 countries, and is the largest travel representation company with more than 70 clients worldwide. Our Australian office currently represents nine international travel brands including Hurtigruten, Variety Cruises, Expedia TAAP, Caesars Entertainment Resorts & Hotels, ChinaTours.com and a number of airlines, and operates a successful cruise wholesale division, Discover the World Cruising.

Competitive remuneration based on experience. Please send all applications to: hr@discovertheworld.com.au. Applications close on 7th February and only successful candidates will be contacted.



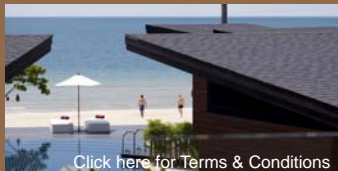
2015 PREVIEW OPEN FOR SALE

SAVE \$1000 PER COUPLE
ON SELECT CRUISES AND DEPARTURES

AVALON
WATERWAYS®

[MORE INFO](#)

WIN A STAY AT AAVA RESORT AND SPA



[Click here for Terms & Conditions](#)

This week *Travel Daily* is giving one lucky reader the chance to win three nights for two people at **Aava Resort and Spa Thailand**.

Located on a stunning 9-kilometre stretch of pristine golden sands and clear blue water, Aava Resort and Spa combines traditional Thai friendliness with Scandinavian quality and elegance.

For your chance to win, answer all four questions featured in *Travel Daily* throughout the week.

Email your answers by COB on Fri to: Aava@traveldaily.com.au

Q.3: What colour are the dolphins in Khanom?

Hint! Visit www.aavaresort.com



Travel Daily

First with the news

Thursday 30th Jan 2014

PLO upgrade unveiled

A NEW terminal, taxi-way, carpark and security screening facilities have been unveiled at Port Lincoln Airport as part of a nearly \$13 million upgrade.

Enhancements mean multiple airlines and flights can operate from the terminal.

Mayor of the District Council of Lower Eyre Peninsula Julia Low said PLO's overhaul would potentially drive tourism growth.

"The upgraded airport will boost tourism activity by attracting new tourism operators, specifically the higher yielding domestic and international markets," Low said.

Evergreen pre-release

EVERGREEN Tours has this week rolled out its Pre-Release brochure for 2015 Deluxe Europe River Cruising, featuring the new *Emerald Sky & Emerald Star* ships.

Offers include Fly-Free to Europe including taxes, 2015 trips at 2014 prices or guaranteed best 2015 prices on select cruise tours.

More hotels by Nobu

HIGH-END Japanese chef Nobu will expand its burgeoning hotel network into Asia as one of three hotels set to form part of a US\$1.3m casino complex planned for the Philippines capital Manila.

A Nobu restaurant will form part of the property, which will be double the size of its Las Vegas hotel and offer 321 rooms.

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.

Tourism Australia has a new man at the helm, this week appointing **John O'Sullivan** to drive Australia's national promotion authority. O'Sullivan brings an extensive business background to his new role, having held senior roles with Fox Sports, TEQ and Football Federation Australia.

Continuing its management rotation policy, **Singapore Airlines** will soon introduce **Tan Tiow Kor** to the role of Regional Vice-President South West Pacific, replacing Subhas Menon who moves to a new SQ role in London.

Gold Coast resident **Annabelle Chaplain** has been appointed as Chairman of the Board of Directors for **Queensland Airports Limited (QAL)**.

Hans van Pelt has joined the team at **Tourism Tasmania** in the role of Director of Aviation and Access Development. Van Pelt will work to build strong working bonds with air and sea transport providers to Tasmania.

Murray Skea and **Mujahid Kareem** have joined **Radius Travel** as its new Global Sales Directors for the Asia Pacific. Both bring extensive industry experience to their new roles, which will be based in Perth & Bangalore.

In an effort to boost its international profile, the **Solomon Islands Visitors Bureau** has appointed **Jo Tuamoto** as its new Chief Executive.

British online travel firm **Lowcostholidays** has continued its global expansion, launching a new Australian operation and opening a Sydney office with **Sophie Cann** appointed as its Australian Director.

Former Jetset Travelworld Group wholesale GM **Michael Londregan** has joined **Virtuoso** as its Executive General Manager to oversee operations and spearhead growth in the Australia, New Zealand and Asia markets.

China & Asia tour wholesaler **Nexus Holidays** has hired **Richard McKisack** as its new National Business Development Manager. McKisack will seek to develop new business relationships for the firm and brings more than 25 years industry experience to his new Sydney-based position.

Hilton Sydney has today announced the appointment of **Brigid Kennedy** as its new Director of Sales. Kennedy was most recently the Executive Officer for Ultimate Winery Experience of Australia.

Travel technology firm **Amadeus** has appointed **Dr Murray Mazer** as its new Head of Innovation and Research. Mazer will develop the company's innovation framework to see the GDS continue to explore new solutions.

Air Seychelles has welcomed a new ceo in **Manoj Papa**, who will replace outgoing Aussie boss Cramer Ball, who has tendered his resignation.

Australian hotel industry veteran **Darrin Shaw** has been promoted to the Phuket-based role of Area General Manager for **Centara Hotels & Resorts**.

Top Aussie festival

ORGANISERS of the 38th Sydney Festival - which concluded on Australia Day - say this year's event lured an audience of more than 500,000 to the Harbour City over 18 days to its 144 projects.

Of that number, 124 projects were sold out, underlying "our position as Australia's leading summer festival," said Festival director Lieven Bertels.

Ireland & England in Bloom

Including the 2014 World Flower Show

17 Days - Departing 21 June 2014

Limited seats
BOOK NOW

INSIGHT VACATIONS
The Art of Touring in Style

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.

Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: 4/41 Rawson St, Epping NSW 2121 Australia

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

Advertising and Marketing: Christie-Lee Lachance, Lisa Martin and Magda Herdzik
Email: advertising@traveldaily.com.au

Business Manager: Jenny Piper
Email: accounts@traveldaily.com.au

Part of the Travel Daily group of publications.

Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas

Assistant Editor: Matt Lennon
Contributors: Jenny Piper and Barry Matheson

Email: info@traveldaily.com.au

Travel Daily CRUISE PHARMACY
WEEKLY DAILY

Travel Daily TV

business events news

Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of *Travel Daily* no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.



WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

JOB OF THE WEEK

**PROJECT MANAGER – IMPLEMENTATION SPECIALIST
SYDNEY – SALARY PACKAGE \$150K ++**

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 teams responsible for delivering 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.

PRICING ANALYST WANTED

**PRODUCT ANALYST – TRAVEL INDUSTRY
SYDNEY – EXECUTIVE SALARY \$\$**

How would like to work for one of travels leading companies, a great brand that is recognised globally? Essentially you will be responsible for providing commercial support to the product contracting and finance teams. This role is suited to someone who has a strong financial acumen and has the ability to understand and to report on financial information with the ability to work with large amounts of data in varying forms at one time.

BORN TO NEGOTIATE?

**SUPPLY RELATIONS MANAGER
SYDNEY – SALARY PACKAGE \$80K**

Are you a negotiating guru? Enjoy sourcing premium product? This industry leader requires the skills of an adaptable Contracting/Product Manager to negotiate hotel contracts regionally. You will be well organised, have the ability to source and negotiate rates for key premium products on a global scale. Excellent industry network and negotiation skills are a must for this rare opportunity. that will value and reward your skills. Full training provided.

IS TEAM MANAGEMENT YOUR THING?

**DIRECTOR OF CLIENT RELATIONS – CORP TRAVEL
SYDNEY – GENEROUS SALARY PACKAGE**

You will be responsible for providing leadership and direction to your team of Client Relationship Managers, driving, developing and managing them to achieve results & service levels. With your extensive background, you will support and provide assistance strengthening relationships both internally and externally. This reputable leader within the corporate sector is well known for offering staff a supported environment and career progression.

LOVE NAILING THE WIN?

**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.

ARE YOU OPERATIONAL?

**OPERATIONS MANAGER – CORPORATE TRAVEL
SYD & AKL – GENEROUS SALARY \$\$**

This award winning corporate travel Management Company is looking for an experienced Operations Manager with travel experience to oversee their key operations. Key responsibilities will include human resources planning, increasing efficiencies and staff productivity, as well as profitable growth and financial accountability. Essentially you will come from a strong travel management background with leadership and people management skills.

ARE YOU A NURTURER?

**CLIENT RELATIONSHIP MANAGER'S
SYD & MEL - 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.

ROLL UP FOR THE BIGGEST EVENTS YET!

**EVENT DIRECTOR
BRISBANE – SALARY PACKAGE OTE \$80K**

This organisation is committed to delivering the best event management, group travel and incentive programs for clients of all sizes using their experience themed with creativity and innovation. If you have experience in managing corporate events, from small meetings through to large international incentives & conferences – come and see what this fantastic and growing organisation can offer you!

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

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com